



New Mexico Agriculture

Families Feeding Families

2019 NEW MEXICO
**Agricultural
Statistics**



2019 NM Ag Statistics

- Collaborative effort between the United States Department of Agriculture's (USDA) National Agriculture Statistics Service (NASS) and the NM Department of Agriculture
- Annual publication which highlights the state's agricultural production
- Statewide and county by county data

Statewide Economic Impact

- 2019 Ag Industry Value \$3.44 Billion
- Ag and food processing account for roughly 13.1% of the State's GDP
- 50,886 Total Jobs Statewide



Top Ag Commodities

- Milk \$1.38 B
- Calves and Cattle \$993 M
- Pecans \$165 M
- Hay \$125 M
- Onions \$102 M
- Chile \$50 M



Agricultural Exports

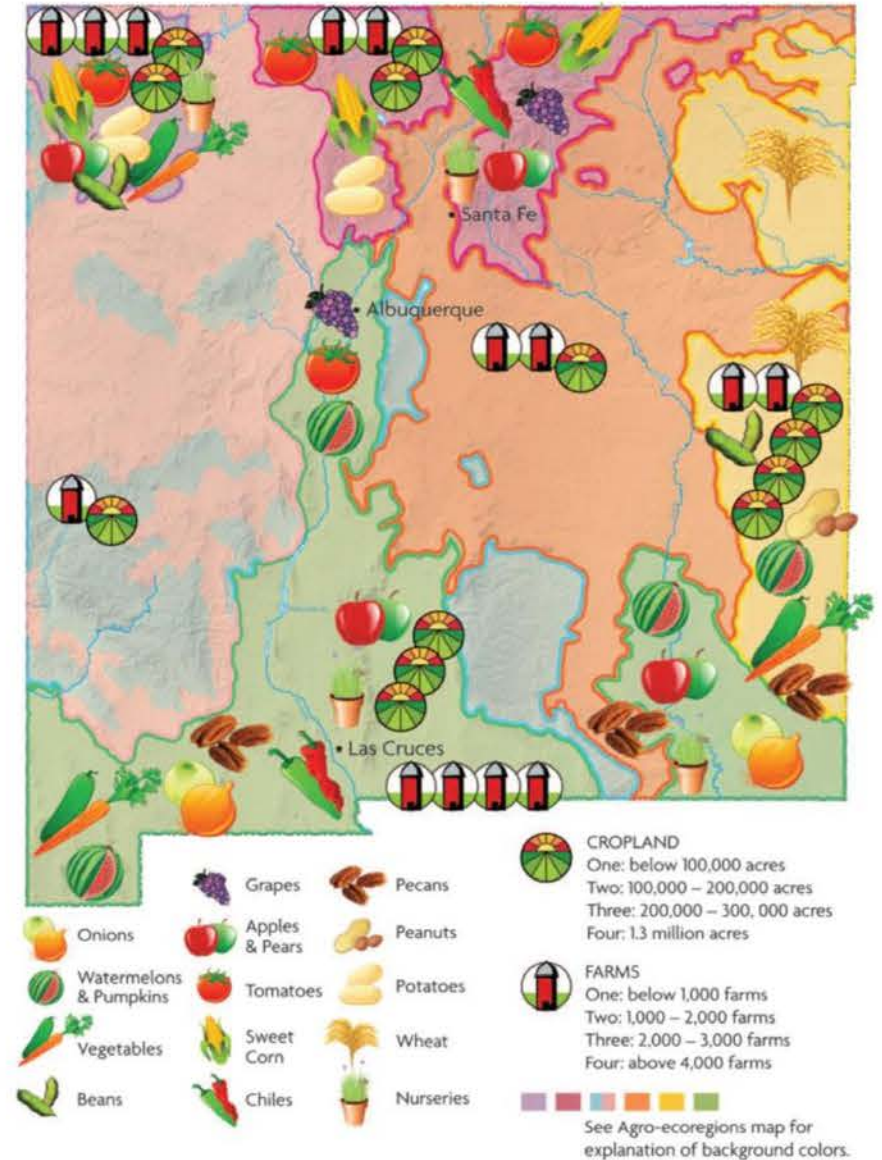
- Dairy Products \$201.9 M
- Tree Nuts \$161.4 M
- Beef and Veal \$121.4 M
- Other Plant Products \$114.7 M

TOTAL \$784 M

NM Ag Facts

- 24,800 farms
 - **97% farms and ranches are family owned and operated**
 - 40.6 million acres
 - Average NM Farm size 1,613 acres
 - 3.3x's larger than the national average
- 41% of producers are female
- Top Producing Districts
 - Most farms and ranches
 - McKinley and San Juan Counties
 - Largest in Cash Receipts
 - Curry County \$555,405
 - Chaves County \$473,175

FARMS AND CROPS



Map courtesy of NM PED

Sustainability and Innovation

- **The chile industry is producing more chile per plant and more chile per acre** thanks to improved seed genetics, however the total acres harvested are decreasing
- **Dairy producers are now doing more with less**, they have pledged to be **carbon net zero by 2050**, they **recycle water several times over** and **utilize it on crops to grow more feed for their cows**
- **Ranchers have always been innovative**, they **“upcycle” forage on harsh terrain into a nutrient rich protein**
 - Between 1960-2018 US cattle producers have reduced the carbon footprint of the industry by 40% while producing 66% more beef

Conservation

- The planned management and multiple use of natural resources on working lands
- Our state's farmers and ranchers are stewards of the land and our natural resources
- Farmers & Ranchers provide habitat, water, and manage forage that benefits wildlife including endangered species who share rangelands with livestock
- Game hunting programs provide supplemental income to landowners
 - Revenue generated through hunting assists in offsetting the cost of habitat management
 - Hunting is also a scientifically based method for managing wildlife populations and providing ecosystem balance

Food Security

- Agriculture is an essential piece of our national security and infrastructure portfolios
- Strong Agriculture Sector = Secure food Supply = Healthy People
- Agriculture plays a direct role in decreasing food insecurity
 - 17% of New Mexicans are Food Insecure
 - Issue has been further exacerbated by the pandemic
- Inflationary Pressures
 - The price of food has increased by 2.7% since April 2020
 - Beef 14% Pork 12% Poultry & Eggs 6.6%



Opportunities

- Next Generation farmers and ranchers
 - Continued and strong support for FFA and 4H while working to include more curriculum in the K-12 system about food production
- Creating stronger connections with consumers
 - Providing increased insight on what it takes to get food from farm to fork
- Direct Sales to the consumer
 - 324 farms and ranches reported sales of \$7.6 million in 2019
- Agritourism
 - Provides valuable education and connection opportunities for the public

Challenges

- Drought
- Providing a secure variety of affordable food for a growing population, while allowing our producers the ability to earn a fair return for their risk
- Land management (lack of federal management, checkerboard ownership)
- Opportunities for the next generation of agriculturalists, NM has the oldest producers in the nation
- Consumer demands and relationships
- Stable labor
- Enactment of cost prohibitive and burdensome legislation

Conclusion

- Producers are converting to less labor-intensive crops
- Farms and ranches are the drivers of our rural economies
- NM's producers face competition not only from other states but from other countries
- Making a profit in the industry is challenging since we are price takers
- **Our communities depend on a strong and vibrant farm and ranch economy, not only at the state level but at a national level as well. We must all collectively work together to ensure the next generation can fulfill consumer needs on our family farms and ranches.**



Take Aways

- **NM's Ag Industry needs:**
 - **Legislative support and investment to strengthen the industry specifically the value-added sector**
 - **Support in protecting the availability of the valuable resources and practices that our state's producers use**
 - **Full funding for our supporting agencies NMDA, NMSU(including AES & CES), NMED, NMOSE, and NMLB**
 - **Increased state and federal emphasis and prioritization of watershed and natural resource management that works with producers on the ground**



QUESTIONS?



Dairy Farmers of America

