



Sharing in the Success!

***Tennessee
Agriculture
2013***

Departmental Report & Statistical Summary

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*Commissioner Johnson visits
Obion County farmer Elwin
Tanner and his family to see their
2013 corn crop after a summer of
beneficial weather.*

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Governor Bill Haslam

Last year, I challenged the Farm Bureau, the Department of Agriculture and the UT Institute of Agriculture to lead in the development of a 10-year strategic plan for growing our agricultural and forest industries.

That effort has resulted in a set of recommendations that provides guidance on how we as a state and industry can increase farm profitability and encourage agribusiness investment. I want to thank those who have contributed to this plan, and I look forward to partnering with you as we work toward its implementation.

Having a well-trained and educated workforce is as important to agriculture and forestry as ever before. Our efforts to reform education and to increase the number of Tennesseans with post-secondary credentials are vital to the success and progress of our rural areas.

By improving education, focusing on our strengths and providing the right kind of business environment, I believe that Tennessee can lead the Southeast in the development of agriculture and forestry. And, I believe we can ensure the health and prosperity of our rural communities.

I hope you'll join me in this important effort.

Sincerely,

A handwritten signature in black ink that reads "Bill Haslam". The signature is written in a cursive, flowing style.

Bill Haslam



Commissioner Johnson

One of my primary responsibilities as commissioner is to be an advocate for agriculture and rural economic development in Tennessee. We are working every day to build our rural economy by increasing farm profitability and encouraging agribusiness investment and we will continue to make this a priority.

To be truly successful we need a coordinated effort among public and private sector partners. The past year has culminated in the development of a strategic plan for growing our agricultural and forest industries. It sets clear priorities and a vision for incentivizing the private sector, and provides an opportunity for us to join together in reaching common objectives.

I want to thank Governor Haslam for his vision and leadership in this process. And, I invite you to read more about the plan and how you can be a part of it on page 9. In the meantime, we are committed to providing customer-friendly service in all our programs and welcome your feedback as to how we can do better.

Sincerely,

A handwritten signature in black ink that reads "Julius T. Johnson". The signature is written in a cursive style with a large, looped "J" and "S".

Julius Johnson

Tennessee Department of Agriculture

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Our Mission:

To serve the citizens of Tennessee
by promoting wise uses of
our agricultural and forest
resources, developing economic
opportunities, and ensuring safe
and dependable food and fiber.

Administration



Administration and Grants provide budgetary, legal, human resources and communications support to achieve agency goals and objectives in an efficient and cost effective manner. Staff work with legislators and industry to ensure programs have adequate statutory authority, staffing and clerical support.

Agricultural Crime Unit – The ACU provides law enforcement support for the department’s consumer, industry and forestry programs related to animal and plant health, food safety, pesticide use and wildland arson investigation. The Unit frequently assists local law enforcement agencies in the investigation and prosecution of crimes related to livestock theft and illegal drug manufacturing.

Boll Weevil Eradication Program – 2013 marked the fifth consecutive year that no boll weevils were detected in Tennessee cotton fields. The boll weevil eradication program continues to represent a major accomplishment, resulting in up to a 30 percent increase in cotton yields and a 40 to 90 percent decrease in cotton insecticide use. Monitoring activities to detect any re-infestation by natural or artificial means are now fully funded by cotton growers with a \$1 per acre per year assessment.

Tennessee Boll Weevil Eradication Foundation has pledged funding for a buffer zone in the extreme southern part of Texas to prevent the movement of weevils from Mexico back into eradicated areas, including Tennessee.

This will require up to an additional \$.75 per acre per year assessment. This will help protect the \$140 million investment made by Tennessee cotton growers to eradicate boll weevils in Tennessee.

Commodity Distribution – Tennessee Department of Agriculture administers USDA’s food distribution program for the National School Lunch Program. This program supports American

agriculture while providing nutritious food to schoolchildren. TDA also administers the Emergency Food Assistance Program, which supplements the diets of low-income people. In FY 2013, 32.8 million pounds of food valued at \$40 million were ordered and allocated for schools, childcare institutions and non-profit charities.



Commissioner Johnson joins Gov. Bill Haslam in August for the launch of “Healthier Tennessee” at the Nashville Farmers Market.



Gov. Bill Haslam tours the Tennessee Agricultural Museum with director Anne Dale during a visit to Ellington Agricultural Center in May, his second visit with TDA employees since becoming governor. The museum hosts more than 20,000 children and adults each year for hands-on educational programs.

Tennessee Agricultural Museum - The museum provides school children and adults with an appreciation for agriculture's important past and current contributions to the state's economy and culture. The museum hosts more than 20,000 visitors annually for tours and educational activities. Hands-on programs and special events are conducted on the grounds throughout the school year and Summer Saturdays make the museum available to everyone.

Water Resources - The state Agricultural Resources Conservation Fund helps landowners install conservation practices to improve water quality. In FY 2013, approximately 650 practices were implemented through Soil Conservation Districts and universities.

The goal of the federally-funded 319 Nonpoint Source Program is to remove rivers and streams from the state's list of impaired waters. The program funds projects that address nonpoint-source pollution from urban areas, abandoned mine lands, farms and forests. In FY 2013, the program provided funding for nonpoint source abatement practices through approximately 60 active grant projects.

TDA reviews nutrient management plans associated with the federal permitting program for Concentrated Animal Feeding Operations (CAFOs), administered by the Tennessee Department of Environment and Conservation. More than 450 farms have applied since the program's inception in 1999.

Governor's Rural Challenge: A 10-Year Strategic Plan

In December 2012, Gov. Bill Haslam challenged the Tennessee Farm Bureau Federation, the Tennessee Department of Agriculture and the University of Tennessee Institute of Agriculture to help develop a strategy for ensuring the growth and prosperity of agriculture and forestry over the next decade. He set a goal of making Tennessee number one in the Southeast in the development of agriculture and forestry and emphasized opportunities to increase farm income and agribusiness investment. The governor asked for “practical, affordable, actionable steps that we can take to propel the industry into the future.”

The planning process acknowledged the critical role of the private sector for rural job creation and was designed to maintain a narrow focus on actions that would “incentivize the private sector” toward increased rural economic activity. A steering committee, comprised of 28 individuals representing diverse interests in farm production, agribusiness, finance, education and government was formed to provide valuable input and guidance in the development of the strategic plan. Comprehensive and broad-based input was also gathered from UTIA regional advisory councils, TDA employees, commodity groups and associations, an online survey and numerous one-on-one interviews and conversations among industry leaders.

A total of 27 action steps were proposed for implementation by the Executive Committee, with a focus on building production capacity and incentivizing the private sector through four major recommendations:

- Advance agriculture, natural resources and rural infrastructure as Tennessee business priorities.
- Ensure a positive regulatory and policy environment for Tennessee natural resources.
- Expand marketing opportunities for Tennessee producers and encourage new production systems and agri-businesses.
- Increase the scope and depth of rural literacy and career, technical and higher education.

The strategic plan was presented to Gov. Haslam at the Tennessee Farm Bureau Federation's annual meeting in December 2013. The strategic plan can be found online at www.tn.gov/agriculture/ruralchallenge.



Members of the steering committee gathered throughout the year to provide input on a 10-year strategic plan to grow Tennessee agriculture and forestry.

Market Development



Okra
\$3.00/bag

heirloom
Delicious
tomato
\$3.50/lb

baby
Lettuce Mix
\$5.00/1lb
bag

black-seeded
Simpson
lettuce
\$5.00/1lb bag

Sweet Bell
Peppers
\$1.00 each

Cucumbers
\$3.00/lb

Radishes
\$2.00

FARMERS MARKET
AVAILABLE
Now through
Ask for Trisha

Trisha Ann Lingo with
Beaver Dam Creek Farms

Market Development works with Tennessee producers and agribusinesses to build rural economies, increasing farm income through diverse growth and development activities, from industry and producer focused incentives to consumer driven Web and social media promotions.

Market Development Agribusiness Development pursues new industries and expansions of existing businesses for communities across the state. TDA partners with agencies ranging from local governments and regional retail chains to USDA Rural Development, the Tennessee Valley Authority and national and international trade associations like the southern United States Trade Association and the Foreign Agricultural Service.

Market Development specialists focus on specialty crops, processed foods, equine, viticulture, horticulture, livestock, hay, fruits and vegetables and direct farm marketing. Tennessee producers and processors are connected to local and world markets through trade missions, where targeted buyers are brought to Tennessee to see products and forge business relationships with producers. All Market Development programs for the producer or agribusiness operator can be accessed online through www.PickTnProducts.org.

Grading and market news services help farmers strategically price, package and market their products. The toll-free Market News Hotline receives about 130,000 calls annually. Fruit and vegetable grading is provided through a joint program with USDA.

Grants from the Ag Tag Agricultural Development Fund also continue to be a major source of support for agriculture and forestry-related organizations and industry-initiated marketing programs. The Ag Tag generates significant funding each year for a variety of statewide agriculture and forestry organizations, including 4-H and FFA, and industry-initiated marketing programs.

Agricultural fairs attract 3 million visitors each year in Tennessee. Through Market Development, TDA helps fund agricultural fairs and livestock shows. With municipal and county officials, Market Development also promotes initiatives in the Farmland Legacy Program's Intergenerational Transfer and "Land Link" projects and The Land Trust of Tennessee push for conservation easements. TDA also provides permanent Tennessee Century Farm signs to registered landowners.



A customer selects peppers to buy at the Franklin Farmers Market.



Market Development “Boldly Going” to Cyberspace Services for Farmers and Consumers in 2014

“We’re putting our farmers, programs and products in front of consumers as never before,” says Ed Harlan, Assistant Commissioner of Market Development since April, 2013. “We’re reaching out to consumers where they already expect to find us—on their phones, through mobile apps and other digital services.”

“Bold decisions and changes will make Market Development ready not just for the coming year, but for 15 years down the road,” says Harlan. “These changes require backgrounds and skill sets new to our division, and they’re completely necessary for us to keep up with technological change we see everywhere else in business and society in general.”

“Our longstanding Pick Tennessee Products program logo must fit ever smaller screens and media,” says Harlan. “In 2014, a new free mobile app will be available with a much simpler version of the logo. ‘Pick Tennessee Products’ will now be simply ‘Pick Tennessee.’” The new logo and design will be coordinated fully with other popular social media sites like Facebook, Twitter and Pinterest, where Pick Tennessee Products already has a presence.

The Web address remains the same, www.PickTnProducts.org, but the re-envisioned site features responsive Web design, with each page conforming to the shape of whatever type of screen displays it, from narrow vertical phone screens to wide horizontal tablet or monitor screens.

Pick Tennessee Products is TDA's promotional campaign to help consumers identify locally grown and processed products. The Pick Tennessee Products site was the state of Tennessee's first consumer web presence, going live in 1995. It continues to be the Internet gateway and home to all Market Development consumer program information. The site lists close to 2,000 participating farms, processors and other ag and farm businesses with about 10,000 individual items, and currently attracts more than 275,000 visits a year.

Until Harlan's appointment in 2013, Market Development had known only one administrator, who came to TDA in 1984 expressly to form and run the brand new division. As assistant commissioner, Harlan is responsible for directing marketing, promotion and development activities. He oversees the Tennessee Agricultural Enhancement Program for producer costshares, and Pick Tennessee Products.

Harlan first came to TDA as director of agriculture and forestry development in 2003. From 1975 to 1994, Harlan owned and operated a large diversified agricultural production business including dairy, burley tobacco, row crops and niche products on land owned by the Harlan family for five generations. Harlan served as the county executive for Maury County from 1994 to 2002.

In May 2013, Debbie Stepp Ball was named Director of Market Development. Ball was reared on a fulltime family farm in Coffee County where her family ran a purebred hog operation. Ball joined TDA in 2008 as statewide outreach coordinator

for the Tennessee Agricultural Enhancement Program. Her previous education and career in marketing and advertising led to her additional responsibility for the entire division's producer and consumer Web services. As director of marketing, Ball organizes and directs the marketing and promotional services of the division to increase farm income and strengthen rural economies.



Tennessee Agricultural Enhancement Program

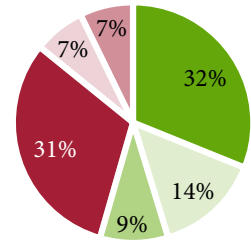


*Shane James,
Henderson County
with his TAEP
project.*

The Tennessee Agricultural Enhancement Program is the cost share program for Tennessee farmers administered through the Market Development Division. TAEP focuses on the major means by which Tennessee's agriculture industry grows: its farmers and its industry services and associations. Programs include cattle genetics, livestock equipment, hay storage, livestock feed storage, and grain storage. Producer diversification options encourage producers to expand and improve their operations through specific crops or endeavors including agritourism; fruits, vegetables and viticulture; honey bees; horticulture; organics; and value-added products. TAEP ag industry development programs facilitate the vital services of statewide ag producer associations; farmers markets, large animal veterinarians and livestock markets can benefit from these programs. Additional investments of TAEP cost share funds include Master Beef Producer Certification and other educational programs; farm land preservation; forestry programs; and water quality and Soil Conservation District programs.

Cumulative Numbers FY06 - FY13

Program	# of Paid Projects	\$ of Paid Projects	% \$
Livestock Equipment	13,917	\$ 28.15 million	32%
Livestock Feed Storage	1,339	\$ 12.58 million	14%
Genetics	9,021	\$ 8.34 million	9%
Hay Storage	5,581	\$ 27.79 million	31%
Grain Storage	646	\$ 6.66 million	7%
Producer Diversification	1,298	\$ 5.99 million	7%
TOTALS	31,802	\$ 89.50 million	100%



Water Resources –

TAEP awarded grants to 28 Soil Conservation Districts to provide technical assistance on farm conservation practices and to support educational programs aimed at reducing soil erosion and improving water quality in Tennessee.

Forestry –

TAEP helped 72 landowners reforest or improve more than 4,090 acres of forestland.

In addition, 5 timber harvesting companies were assisted in purchasing 74 stream and wet area temporary crossing structures.

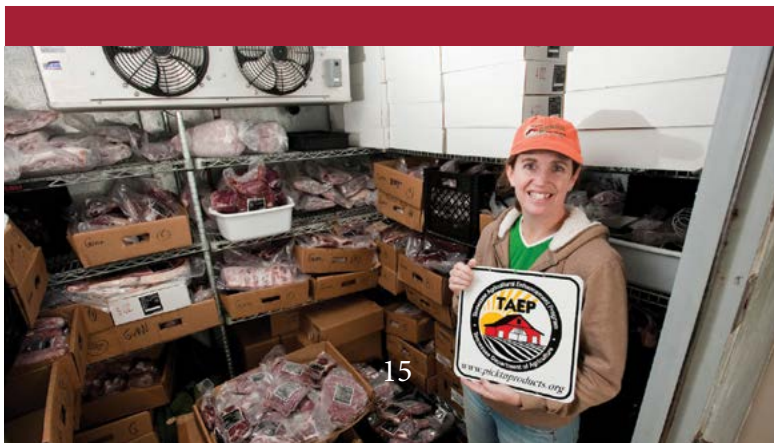
TAEP provided funding to 13 urban communities for planting more than 1,250 landscape-size trees on public lands.

Consumer & Industry Services –

TAEP funds regional animal diagnostic services in East and West Tennessee.

In FY 2013, 94 milk merchandising machines were placed in 75 schools and 1,269 milk cooler bags were issued to 7 school systems.

\$327,421 in funding for traceability programs to help market nearly 43,000 head of TN cattle.



Kathy Gunn, Gourmet Pasture Beef in Robertson County with her TAEP project.



Helping to Build Local Demand Through Farmers Markets

The Tennessee Agricultural Enhancement Program has made it possible for producers to maximize farm profits, adapt to changing market situations, improve operation safety and increase farm efficiency since 2005. The program has also helped expand and build markets for farmers through farmers markets.

The Franklin Farmers Market in Franklin, Tenn. started in 2002 with eight farmers, and now approximately 70 different farms participate in this year-round market. Lisa Tidwell, the Creative Services Director says the Tennessee Agricultural Enhancement Program played a role in much of that growth.

“Because of grant funding, the Franklin Farmers Market has been able to greatly increase visibility with both the public and the farmers,” Tidwell said. “It has also allowed us to focus on the education of the public regarding local foods and local farms via our newsletters, website and our Growing Kids Educations Garden program, which is now in its’ third year.”

The market also used money from TAEP to improve their website by adding blogs and the ability to post large numbers of market photos and in-depth profiles of the farmers. The profiles contain background information about their farms and crops and photos and videos of their farms.



Peppers on display for sale at the Franklin Farmers Market.

“The amount of traffic to the Franklin Farmers Market website has skyrocketed,” Tidwell said. “While we’ve always had a large number of customers at the market, the website has helped us to increase our traffic significantly.”

On an August day, more than 3,000 customers visited the market, an increase of 1,000 customers since Tidwell’s previous count.

“The Franklin Farmers Market’s mission is to help local farms remain profitable and growing,” Tidwell said. “The Tennessee Agricultural Enhancement Program is helping us to meet that goal.”

TDA hopes that the Tennessee Agricultural Enhancement Program will continue to help our rural communities grow and improve for years to come.

A vendor sells produce at the Franklin Farmers Market. Approximately 70 different farms participate in this year round market.





The Division of Forestry promotes the wise use of forest resources by helping landowners, fighting wildfires, providing quality seedlings, monitoring insects and diseases, improving urban forests, managing state forests, protecting water quality and collecting forest inventory data. To prevent wildfires, the division trains volunteer fire departments, issues burning permits, enforces fire laws and teaches the public fire safety.

The division grows millions of hardwood and pine seedlings for timber production, wildlife habitat and erosion control, while developing genetically superior stock able to increase yields by up to 30 percent.

The Division of Forestry continues to protect Tennessee's forests by monitoring insect pests, providing information to the public and taking action to control or slow the spread of certain forest pests. Certified inventory foresters take detailed measurements of tree growth, quality, health and use for an annual update on the condition of Tennessee's forests. The division monitors the demand for roundwood and the total volume of timber harvested on private lands. The division also administers federal grants and provides technical assistance for urban forestry and manages state forests for multiple benefits including recreation, wildlife, unique features, timber and water quality.

The division works with the Tennessee Department of Environment and Conservation to monitor compliance with state water quality regulations and trains loggers in the use of Best Management Practices.

Reforestation unit leader John Conn, left, inspects the root system of a pine seedling at the division's East Tennessee Nursery. Below, irrigation from the nearby Hiwassee River is critical for mitigating stress and promoting growth of tree seedlings.



A well-developed root system is vital to the survivability and health of tree seedlings when replanted.





Success Grows on Trees

When it comes to natural resource conservation successes, few practices can compare to the simple act of planting a tree. Trees provide benefits for soil and water protection, energy conservation, wildlife habitat and timber products just to name a few. Successfully growing trees provides ample benefits shared by the landowner, the local community and society at large.

At the heart of this success in Tennessee is the Division of Forestry's East Tennessee Nursery. Since the 1950s, the division's reforestation program has produced more than one billion tree seedlings. These seedlings have been used to drive rural economic activity and address conservation issues from Mountain City to Memphis. Ongoing investments in programs, land, infrastructure, genetics and technology have positioned the division to continue helping landowners meet soil, timber, wildlife, aesthetic and water quality objectives and to help support a multi-billion dollar forest products industry. The resulting economic and environmental benefits to Tennesseans are incalculable.

"Our seedlings are used by landowners, timber companies, environmental groups, hunting clubs, Christmas tree growers and many others to fulfill any number of conservation needs," said John Conn, the division's reforestation unit leader.

Seedlings grown by the Division of Forestry help supply the raw materials needed to support Tennessee's forest products industry. In 2009, this industry represented a \$21 billion economic engine providing more than 101,000 jobs across the state. In 2010, 4.6 million pine seedlings and 1.5 million hardwood seedlings were grown, and planted on more than 14,000 acres. The vast majority of the pine seedlings are planted for fiber and timber production. The value to landowners of these pine plantings (11,000 acres) when mature is conservatively estimated to be more than \$22 million in current dollars. Most of the hardwood plantings (3,400 acres) will be tailored to provide environmental benefits; most important being streamside buffers and wildlife habitat. Additionally, more than \$1 million is estimated to have been paid to tree planting and other forestry service vendors in establishing these plantings. Much of the economic activity generated through the Division of Forestry's reforestation program occurs in Tennessee's rural landscape, providing much needed jobs and revenue.

From a timber perspective, landowners that plant Division of Forestry pine seedlings today receive a 25 percent gain in productivity as compared to seedlings available 30 years ago. Tennessee's Tree Improvement Program is expected to continue achieving a 1 to 2 percent annual gain in pine volume production for the next decade or longer. As a result, landowners planting Division of Forestry pine seedlings 10 years from now can potentially receive an additional \$200 or more per acre at final harvest than they would today.

Nursery seedlings are also used to enhance or establish forests that provide other non-traditional benefits, including water quality and quantity protection, habitat for wildlife, habitat for rare and endangered plants and animals, opportunities for recreation, aesthetics, carbon sequestration and open spaces.

Tennessee's Forest Action Plan (FAP), produced in 2010, documented the importance of these non-traditional forest benefits and identified the threats that can potentially decrease the ability of our state's forests to sustain such benefits. More specifically, the plan emphasized the role forested watersheds play in conserving, protecting and enhancing public use water supplies. The FAP identified several public supply watersheds as having the highest priority in the state to receive professional forest management assistance. These watersheds were more than 50 percent forested, faced significant threat to development and provided most of the public water supply for at least one water intake. Therefore, these watersheds depended on healthy forests and riparian buffers for quality water yield.

Strategies are being implemented to identify landowners who, through planting forested riparian buffers, will ensure these watersheds continue to produce clean, abundant water for public use. The East Tennessee Nursery will share in the success by supplying the trees necessary to implement these strategies.

"Whether a landowner's focus is timber production, wildlife habitat or water quality, we produce the quality and quantity of the right species of tree seedling to meet the need," Conn said. "We strive to meet the broadest scope of landowner tree planting needs possible. Our goal is to promote forest conservation through tree planting."

This ability to provide seedlings to meet the needs of landowners comes from decades of increasing genetic improvements, establishing seed orchards, cultivating partnerships and improving infrastructure. These efforts have benefited individual landowners through increased timber sales revenue and improved wildlife habitat. Society as a whole continues to reap the benefits as well through clean water, scenic landscapes and improved quality of life.



Conn assists landowners, consulting foresters and other customers with making seedling selections based on their objectives and site suitability.



Consumer & Industry Services



Dr. Scott Reed examines a microscope slide in the pathology conference room.

TDA's Consumer and Industry Services Division monitors a diverse range of materials, products and services to assure quality, consumer protection, public safety and a fair marketplace.

The division works to control animal diseases. Accomplishments include the complete eradication of bovine brucellosis and tuberculosis, swine brucellosis and pseudorabies and a reduction in the incidence of equine infectious anemia.

Nursery, greenhouse and plant dealer certification ensures healthy, pest-free plant material in interstate and international trade. Consumer and Industry Services registers pesticides, certifies applicators, monitors groundwater quality and inspects pest control businesses. The division also monitors the quality and safety of feeds, seeds and fertilizers.

Ensuring a safe food supply, the division inspects dairy farms, plants, milk transport trucks, dairy and trade product distributors and milk samplers and registers dairy products. The division also licenses and inspects retail food stores, food manufacturers, warehouses and distributors. Other responsibilities include enforcing bottled water regulations, performing custom slaughterhouse inspections, hazardous substance inspections and labeling and enforcing state laws prohibiting the sale of tobacco products to minors.

The Weights and Measures section works to ensure citizens get what they pay for by testing devices such as fuel pumps, scales and liquid propane gas meters for accuracy. Inspections are also made for net quantity on packaged products and for the accuracy of price verification systems. The state metrologist ensures the accuracy of mass and volume standards. Truth in labeling is also verified for fuel quality standards.

TDA's laboratory supports many programs through animal diagnostics, food microbiology, toxicology, food residue, environmental monitoring and quality assurance for agricultural inputs such as feed, seed and fertilizer.

Gene Shade sets up a microplate to test poultry blood samples for various diseases.



The Kord Animal Health Diagnostic Laboratory – Excellence in Expertise, Service and Value

When you walk into the basement of the Porter Building at the Ellington Agricultural Center you enter the Kord Animal Health Diagnostic Laboratory (KAHDL) - and it's an impressive sight to see.

In an office, Dr. Scott Reed, examines a microscope slide...down the hall, three microbiologists are doing random blood tests to look for avian influenza in poultry...in another room, a histologist sections tissue from a mammal that may be ill or have died.

Further down the hall, you can view the Kord Lab autopsy suite, where one is likely to see an autopsy underway. Pathologists and pathology technicians carefully dissect animals to determine their cause of death. Along with the dissection, they often collect samples for various ancillary tests such as bacterial culture and sensitivity, virus detection, parasite identification and toxin testing. Aside from seeing a fascinating demonstration of a departed animal's internal anatomy, it is not unusual for pathologists to discover unexpected findings. Some animals may have congenital anomalies, some may have severe organ

infections, some may have damage from toxins and the gastrointestinal tract may contain toxins or poisonous plants. Often large tumors or cancers are seen in older animals and occasional gunshot wounds containing bullets or other penetrating items are seen. After the autopsy, pathologists and technicians are often packaging remains for storage and follow-up incineration. This whole procedure is



Dr. Tom Chang extracts DNA from chick samples to do PCR testing for avian influenza.

done with precision and efficiency so that the maximum diagnostic yield can be obtained from every animal autopsied.

This type of scenario plays out each day and highlights the expertise and talent found at KAHDL. The lab employees 22 people and several of these have decades of experience. In fact, veterinary pathologists Dr. Scott Reed and Dr. Robyn Haines are now recognized as a "Diplomate of the American College of Veterinary Pathologists" an honor they received after passing their Board Certification Exams.

*Microbiologist
Tiffany Arnold
pipets samples
for leptospirosis
testing.*



“We are truly honored to have two board certified pathologists on staff here at the Tennessee Department of Agriculture,” Assistant Commissioner for Consumer and Industry Services Jimmy Hopper said. “In the history of the Kord Animal Diagnostic Laboratory, only one other has passed his Boards and been recognized as a Diplomate - that being the late Dr. Ron Wilson.”

KAHDL also offers something that no other diagnostic lab in the country can offer. Kord is the only state lab that still provides food and fiber animal testing as well as equine testing at no cost. The lab also provides reduced cost companion animal testing which not only means excellent service for Tennessee animal owners, but is also critical for monitoring potential zoonotic or emerging diseases.

“We are proud to have so many very good, well-trained pathologists and still be small enough to have more direct communication and personalized service than larger labs across the country,” lab director Dr. Scott Reed said. The mission of KAHDL is to provide accurate and timely diagnostic services to Tennessee veterinarians. Kord is accredited by the American Association of Veterinary Laboratory Diagnosticians.



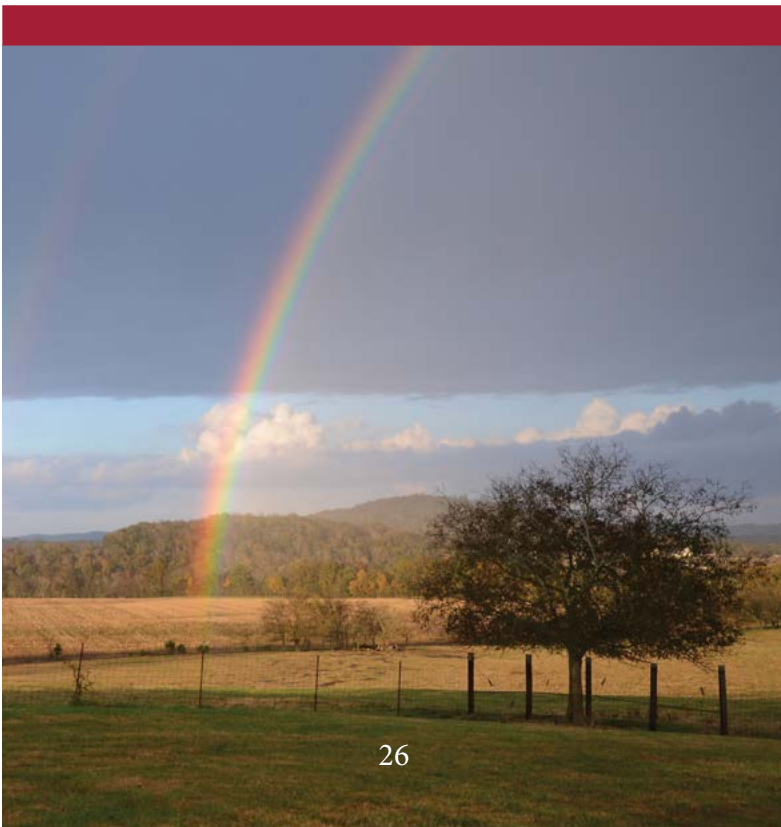
*Histologist Perry
Turner mounts
sectioned tissue
on a glass slide to
be processed for
examination by the
pathologists.*

USDA National Agricultural Statistics Service

TDA maintains a cooperative relationship with USDA's National Agricultural Statistics Service (NASS), Tennessee Field Office to provide timely, unbiased statistics including Tennessee crop acreage, yield, and production; crop progress and condition; livestock inventories; and economic information. The Tennessee Field Office also has responsibility for the five-year Census of Agriculture, which provides the most comprehensive agricultural information available.

Information from NASS allows informed decisions to be made in both the public and private sectors and guarantees a "level playing field." All Tennessee Field Office data products are made possible through the willingness of the State's farmers who take part in agricultural surveys about their operations. This information ensures an accurate picture of Tennessee agriculture, and is also vital in the correct distribution of state and federal grant monies. Individual information provided to NASS is kept in the strictest confidence and protected by law from disclosure to any group, other federal agency, or individual.

The number of farms in Tennessee during 2012 decreased by 1,300 farms to an estimated 76,000. Farmland estimated at 10.8 million acres remained the same from 2011. The average farm size increased to 142 from 140 acres in 2011. Tennessee ranked 9th in the U.S. for number of farms.



Tennessee Agriculture & Forestry

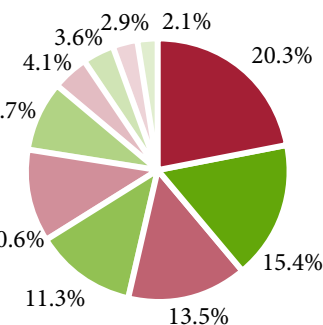
Tennessee's top 10 agricultural commodities, are cattle and calves, soybeans, broilers, corn, cotton, greenhouse/nursery, dairy products, wheat, tobacco and hay. Agricultural production alone, excluding forest products, now generates nearly \$3.85 billion annually in farm cash receipts. Forestry related industries, value-added manufacturing, marketing and distribution, equine, and other agricultural related products also add significantly to the state's economy.

Farming continues to dominate Tennessee's landscape with 76,000 farms producing and selling crops, livestock, and/or forest products. Although over 70 percent of Tennessee farms had sales of less than \$10,000 during 2011, the state is still a major producer of agricultural commodities. The state ranks number two in meat goat numbers, four in all tobacco production, one of the top five states in production of tomatoes and snap beans, and sixth in all equine. Farmland in Tennessee, at 10.8 million acres, accounts for over 41 percent of the State's total land area. Tennessee had \$305 million in timber sales generated on farm and non-farm acres in 2012. This level of production typically keeps Tennessee within the top five hardwood producing states. International trade has a significant impact on Tennessee agriculture as well, with exports of raw agricultural products totaling \$980 million in 2010.

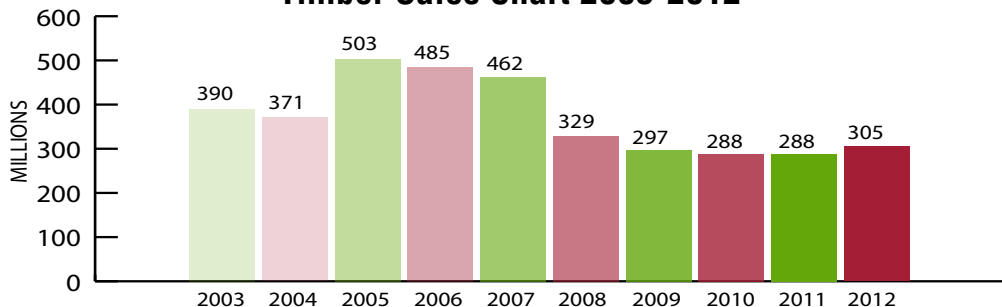
Crop cash receipts totaled \$2.30 billion and were lead by soybeans with \$592 million. Cash receipts for livestock and products totaled \$1.55 billion and were lead by cattle and calves with \$783 million. Tennessee cash receipts for all commodities totaled \$3.85 billion in 2012.

Farm Cash Receipts, 2012

Cattle & Calves	20.3%
Soybeans	15.4%
Corn	13.5%
Broilers	11.3%
Cotton/Cottonseed	10.6%
Greenhouse/Nursery	7.7%
Dairy Products	4.1%
Wheat	3.6%
Tobacco	2.9%
Hay	2.1%



Timber Sales Chart 2003-2012



State Summary

Farms, Land in Farms, & Value

Number of Farms: Economic Sales Class, Tennessee, 2008-2012¹

Year	Number of Farms	Economic Sales Class				
		\$1,000-\$9,999	\$10,000-\$99,999	\$100,000-\$249,999	\$250,000-\$499,999	\$500,000 & Over
Number						
2008	79,000	55,900	19,100	1,650	950	1,400
2009	78,700	56,100	18,400	1,600	1,100	1,500
2010	78,000	55,400	18,500	1,600	1,050	1,450
2011	77,300	54,600	18,200	1,800	1,200	1,500
2012	76,000	50,400	18,800	1,700	1,500	1,600

¹ A farm is any establishment from which \$1,000 or more of agricultural products were sold or would normally be sold during the year.

Source: "Farms, Land in Farms, and Livestock Operations 2012 Summary".
USDA, National Agricultural Statistics Service, February 2013.

Land in Farms: Economic Sales Class, Tennessee, 2008-2012¹

Year	Land In Farms 1,000 Acres	Average Farm Size Acres	Economic Sales Class				
			\$1,000-\$9,999	\$10,000-\$99,999	\$100,000-\$249,999	\$250,000-\$499,999	\$500,000 & Over
1,000 Acres							
2008	10,900	138	3,750	3,700	900	800	1,750
2009	10,900	139	3,800	3,600	800	900	1,800
2010	10,850	139	3,800	3,600	800	900	1,750
2011	10,800	140	3,700	3,450	900	950	1,800
2012	10,800	142	3,500	3,500	800	1,100	1,900

¹ A farm is any establishment from which \$1,000 or more of agricultural products were sold or would normally be sold during the year.

Source: "Farms, Land in Farms, and Livestock Operations 2012 Summary".
USDA, National Agricultural Statistics Service, February 2013.

Cash Receipts

R A N K	2011			2012		
	Item	Value of Receipts	% of Total	Item	Value of Receipts	% of Total
		\$1,000			\$1,000	
	All Commodities	3,389,170	100.0	All Commodities	3,849,846	100.0
	Livestock & Products	1,398,208	41.3	Livestock & Products	1,549,751	40.3
	Crops	1,990,962	58.7	Crops	2,300,095	59.7
1	Cattle & Calves	586,323	17.3	Cattle & Calves	783,360	20.3
2	Soybeans	469,316	13.8	Soybeans	591,943	15.4
3	Corn	454,226	13.4	Corn	519,331	13.5
4	Broilers	416,036	12.3	Broilers	435,750	11.3
5	Cotton/Cottonseed	324,117	9.6	Cotton/Cottonseed	406,688	10.6
6	Greenhouse/Nursery	297,867	8.8	Greenhouse/Nursery	297,867	7.7
7	Dairy Products	174,902	5.2	Dairy Products	156,800	4.1
8	Wheat	139,723	4.1	Wheat	140,661	3.6
9	Tobacco	96,752	2.9	Tobacco	113,310	2.9
10	Hay	90,663	2.7	Hay	82,809	2.1
11	Hogs	62,341	1.8	Hogs	57,226	1.5
12	Eggs	59,717	1.8	Eggs	55,725	1.4
13	Tomatoes	37,620	1.1	Tomatoes	28,900	0.7
14	Snap Beans	9,065	0.3	Snap Beans	7,215	0.2
15	Aquaculture	2,058	0.1	Farm Chickens	1,866	0.0
16	Apples	1,738	0.1	Aquaculture	1,777	0.0
17	Honey	1,092	0.0	Apples	1,726	0.0
18	Squash	902	0.0	Honey	1,217	0.0
19	Farm Chickens	550	0.0	Squash	880	0.0
20	Wool	76	0.0	Wool	101	0.0

1 All data subject to revision the following year.

2 Beginning in 2011 Sheep and Lamb Cash Receipts are included in Other Livestock.

Source: Economic Research Service, U.S. Department of Agriculture, August 2013.

Tennessee's Rank in U.S. Agriculture, 2012

Item	Unit	Tennessee		Leading State		United States
		Rank	Production	State	Production	
	1,000		1,000		1,000	
General						
Farm Numbers	no.	9	76.0	Texas	244.7	2,170
Land in Farms	acres	27	10,800	Texas	128,000	914,000
Average Size of Farm ¹	acres	44	142	Wyoming	2,796	421
Crops						
Tobacco, Dark Fire-Cured	lbs.	2	21,390	Kentucky	31,500	53,764
Tobacco, Burley	lbs.	2	28,960	Kentucky	151,700	204,880
Tobacco, Dark Air-Cured	lbs.	2	2,650	Kentucky	12,600	15,250
Tobacco, All	lbs.	4	53,000	N. Carolina	381,190	762,709
Tomatoes, Fresh	cwt.	5	850	California	9,765	27,590
Hay, Other	tons	5	3,500	Texas	9,000	72,067
Snap Beans, Fresh	cwt.	7	195	Florida	3,434	5,402
All Cotton	bales	8	743	Texas	5,015	17,315
Cottonseed	tons	8	239	Texas	1,669	5,666
Soybeans	bu.	18	46,740	Iowa	413,850	3,014,978
Corn, Grain	bu.	19	128,480	Iowa	2,200,500	13,763,025
Winter Wheat	bu.	20	21,420	Kansas	382,200	1,999,347
Apples	lbs.	26	6,400	Washington	6,500,000	9,061,000
Hay, Alfalfa	tons	26	51	California	6,550	52,049
Corn, Silage	tons	33	540	Wisconsin	14,210	113,450
Livestock						
Meat Goats ³	head	2	114	Texas	850	2,315
Equine ²	head	6	142	Texas	438	4,029
Beef Cows ³	head	9	912	Texas	4,015	29,295
Broilers	head	14	167,600	Georgia	1,361,700	8,437,900
All Cattle & Calves ³	head	15	1,970	Texas	11,300	89,300
Milk Goats ³	head	15	9	Wisconsin	46	360
All Hogs ⁴	head	25	150	Iowa	20,600	66,413
Milk Cows ³	head	29	48	California	1,780	9,220
Milk	lbs.	31	805	California	46,801	200,323
Sheep & Lambs ³	head	31	33	Texas	700	5,335
Honey	lbs.	33	427	N. Dakota	39,155	147,092
All Chickens ⁴	head	34	2,600	Iowa	64,854	455,570

¹ Average size of farm in actual units. ² 2007 Census of Agriculture. ³ January 1, 2013 Inventory.

⁴ December 1, 2012 Inventory.

Source: USDA, NASS, Farms, Land in Farms, and Livestock Operations 2012 Summary (February 2013). Source: Meat Animals Production, Disposition, and Income 2012. Summary (April 2013). Sheep & Goats (February 2013).

Top Ranking Livestock & Crop Counties, Tennessee, 2012¹

Rank	All Cattle	Beef Cows	Milk Cows	All Tobacco	Corn
1	Greene	Greene	Greene	Robertson	Obion
2	Lincoln	Lincoln	McMinn	Macon	Gibson
3	Bedford	Giles	Monroe	Montgomery	Dyer
4	Giles	Bedford	Marshall	Cheatham	Haywood
5	Maury	Lawrence	Loudon	Smith	Weakley
6	Lawrence	Maury	Robertson	Sumner	Tipton
7	Wilson	Wilson	White	Hawkins	Lauderdale
8	Washington	Sumner	Washington	Stewart	Madison
9	White	White	Henry	Greene	Carroll
10	Sumner	Hawkins	Polk	Clay	Crockett
11	Hawkins	Washington	Warren	Washington	Henry
12	Jefferson	Warren	Jefferson	Claiborne	Fayette
13	Warren	Jefferson	Lawrence	McMinn	Robertson
14	McMinn	Robertson	Blount		Lake
15	Robertson	Williamson	Bradley		Franklin

Rank	Cotton	Wheat	Soybeans	All Other Hay
1	Haywood	Gibson	Dyer	Greene
2	Crockett	Weakley	Obion	Maury
3	Lauderdale	Robertson	Gibson	Bedford
4	Gibson	Haywood	Lauderdale	Washington
5	Madison	Dyer	Weakley	Giles
6	Fayette	Obion	Robertson	Robertson
7	Carroll	Crockett	Tipton	Sumner
8	Tipton	Montgomery	Haywood	Lincoln
9	Dyer	Henry	Fayette	Rutherford
10	Hardeman	Fayette	Lake	Lawrence
11	Shelby	Madison	Coffee	White
12	Chester	Lauderdale	Henry	Williamson
13	Henry	Tipton	Shelby	Warren
14		Carroll	Franklin	McMinn
15		Lincoln	Crockett	Marshall

¹ Some counties may not be ranked to avoid disclosure of individual operations.

Crops: Tennessee Summary, 2011-2012

2011 Crop	Unit	Area		Yield Per Acre	Production	
		Planted	Harvested		Total	Value
		1,000 Acres		1,000	\$1,000	
Corn for Grain	bu.	790	735	131.0	96,285	631,630
Corn for Silage	tons	---	38	17.0	646	---
Cotton, Lint	lbs. ¹	495	490	796	813	365,655
Cottonseed	tons	---	---	---	272	70,720
Hay, All	tons	---	1,880	2.11	3,976	368,956
Alfalfa	tons	---	20	3.50	70	13,510
All Other	tons	---	1,860	2.10	3,906	355,446
Soybeans	bu.	1,290	1,260	32.0	40,320	491,904
Tobacco, All	lbs.	---	22,000	2,062	45,363	97,859
Dark Fired-Cured	lbs.	---	6,900	2,890	19,941	51,647
Burley	lbs.	---	14,000	1,610	22,540	39,670
Dark Air-Cured	lbs.	---	1,100	2,620	2,882	6,542
Winter Wheat	bu.	420	310	69.0	21,390	146,522
Apples ²	lbs.	---	---	10,600	8,500	2,290
Squash, Total	cwt.	0.7	0.6	65	39	1,092
Snap Beans, Fresh	cwt.	12.5	10.8	24	259	9,065
Tomatoes, Fresh	cwt.	4.3	3.8	275	1,045	37,620

2012 Crop	Unit	Area		Yield Per Acre	Production	
		Planted	Harvested		Total	Value
		1,000 Acres		1,000	\$1,000	
Corn for Grain	bu.	1,040	960	85.0	81,600	599,760
Corn for Silage	tons	---	45	12.0	540	---
Cotton, Lint	lbs. ¹	380	375	934	730	252,288
Cottonseed	tons	---	---	---	243	62,451
Hay, All	tons	---	1,765	2.01	3,551	313,680
Alfalfa	tons	---	15	3.4	51	9,180
All Other	tons	---	1,750	2.0	3,550	304,500
Soybeans	bu.	1,230	1,230	38.0	46,740	682,404
Tobacco, All	lbs.	---	23,900	2,218	53,000	119,745
Dark Fire-Cured	lbs.	---	6,900	3,100	21,390	56,256
Burley	lbs.	---	16,000	1,810	28,960	57,341
Dark Air-Cured	lbs.	---	1,000	2,650	2,650	6,148
Winter Wheat	bu.	420	340	63.0	21,420	145,656
Apples ²	lbs.	---	---	9,140	6,400	2,880
Squash, Total	cwt.	0.5	0.4	55	22	880
Snap Beans, Fresh	cwt.	8.5	7.5	26	195	7,215
Tomatoes, Fresh	cwt.	3.7	3.4	250	850	28,900

¹ Cotton production is in 480 pound net weight bales. ² Total production.

Crops: Record Highs & Lows, Tennessee

Item	Estimates Began	Unit	Record High		Record Low	
			Quantity ¹	Year	Quantity ¹	Year
			1,000		1,000	
Corn for Grain	1866					
Harvested		Acres	3,875	1917	480	1983
Yield		Bushels	148	2009	14	1930
Production		Bushels	106,562	1917	23,040	1983
Corn for Silage	1919					
Harvested		Acres	170	1973	12	1934
Yield		Tons	21	2009	3.5	1930
Production		Tons	2,560	1976	72	1932
Cotton	1866					
Harvested		Acres	1,146	1925	215	1983
Yield		Pounds	946	2012	103	1923
Production ²		Bales	1,368	2006	145	1967
All Hay	1909					
Harvested		Acres	2,035	2001	893	1914
Yield		Tons	2.52	2004	0.63	1930
Production		Tons	4,883	2004	699	1911
Alfalfa Hay	1919					
Harvested		Acres	188	1958	15	2012
Yield		Tons	4.20	2003	1.15	1930
Production		Tons	408	1963	19	1925
Soybeans	1924					
Harvested		Acres	2,620	1979	8	1925
Yield		Bushels	45.0	2009	6.5	1935
Production		Bushels	70,740	1979	60	1925
Winter Wheat	1866					
Harvested		Acres	1,620	1900	107	1962
Yield		Bushels	69	2011	3	1885
Production		Bushels	37,400	1981	2,008	1866
All Tobacco	1866					
Harvested		Acres	162	1930	19.8	2006
Yield		Pounds	2,482	2006	300	1874
Production		Pounds	178,117	1982	6,300	1874
Dark Fire-Cured	1919					
Harvested		Acres	103	1919	5.3	2006
Yield		Pounds	3,200	2008	744	1925
Production		Pounds	82,525	1919	13,016	1987
Burley	1919					
Harvested		Acres	89	1952	9.3	1921
Yield		Pounds	2,245	1972	700	1925
Production		Pounds	148,580	1982	7,347	1921
Dark Air-Cured	1919					
Harvested		Acres	22	1919	0.45	2005
Yield		Pounds	2,900	2008	670	1925
Production		Pounds	18,150	1919	870	1989

¹ Yields are in actual units. ² Cotton production shown in 480 lb. net weight bales.

Note: If acreage, yield, or production is identical for more than one year, the most recent year is shown.

Hay Stocks

Hay: Production, Stocks on Farms, Tennessee, 2007-2012

Crop Year	Production	Stocks			
		December 1	% of Prod.	May 1 ¹	% of Prod.
	1,000 Tons	1,000 Tons		1,000 Tons	
2007	2,685	2,121	79.0	215	8.0
2008	3,945	3,038	77.0	552	14.0
2009	4,236	3,219	76.0	678	16.0
2010	4,146	2,985	72.0	746	18.0
2011	3,976	3,101	78.0	716	18.0
2012	3,551	2,700	76.0	425	12.0

¹ Following year.

Source: USDA, National Agricultural Statistics Service, Crop Production, May 2012.

Livestock, Dairy & Poultry

Livestock by Class, Tennessee, January 1, 2011-2013

Classes	2011	2012	2013
	1,000 Head		
All Cows that have Calved	1,040	1,000	960
Beef Cows	990	950	912
Milk Cows	50	50	48
Heifers 500 Pounds and Over	265	280	240
For Beef Cow Replacement	150	150	145
For Milk Cow Replacement	35	30	25
Other Heifers	80	100	70
Steers 500 Pounds and Over	130	160	125
Bulls 500 Pounds and Over	75	70	65
Calves under 500 Pounds	480	460	440
All Cattle and Calves	1,990	1,970	1,830
All Hogs and Pigs ¹	170	170	150
All Sheep and Lambs	35.0	35	33
Meat Goats	115	121	114
Milk Goats	7.5	9.0	8.6
Total Layers ¹	1,600	1,364	1,376
Total Pullets ¹	1,038	1,055	1,072
Other Chickens ^{1,2}	192	165	152
All Chickens ^{1,2}	2,830	2,584	2,600

¹ December 1 previous year. ² Does not include commercial broilers.

Federally Inspected Plants and Head Slaughtered, Tennessee, 2008-2012

Year	Cattle		Hogs		Sheep		Goats	
	Plants	Head	Plants	Head	Plants	Head	Plants	Head
		1,000		1,000		1,000		1,000
2008	13	25.5	17	660.2	11	14.1	10	26.1
2009	13	31.5	17	693.6	11	14.3	9	26.8
2010	14	40.5	18	697.2	11	13.7	11	17.6
2011	13	48.3	16	680.7	10	8.4	8	14.2
2012	13	41.5	16	708.4	10	9.8	11	18.2

Livestock

Inventory, Production, Disposition and Income, Tennessee, 2010-2011

Classes	Unit	2011	2012
Cattle and Calves:			
Inventory Jan. 1	Mil. Head	1.99	1.97
Calf Crop	Mil. Head	0.92	0.88
Inshipments	1,000 Head	19	53
Marketings ¹	Mil. Head	0.88	0.99
Production ²	Mil. Pounds	586.6	535.4
Marketings ³	Mil. Pounds	599.2	675.5
Cash Receipts ⁴	Mil. Dollars	586.3	783.4

Price per 100 lbs.

Cattle	Dollars	88.7	104
Calves	Dollars	130	160

Hogs and Pigs:

Inventory Dec. 1 (prev. yr.)	1,000 Head	170	170
Pig Crop	1,000 Head	353	315
Inshipments	1,000 Head	65	58
Marketings ¹	1,000 Head	390	362
Production ²	Mil. Pounds	93.7	85.5
Marketings ³	Mil. Pounds	96	89.0
Cash Receipts ⁴	Mil. Dollars	62.3	57.2

Price per 100 lbs.

All Hogs	Dollars	64.7	64
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Sheep and Lambs:

Inventory Jan. 1	1,000 Head	35.0	33.0
Lamb Crop	1,000 Head	26.0	24.0
Inshipments	1,000 Head	5	5
Marketings ¹	1,000 Head	5	5
Production ²	Mil. Pounds	5	5
Marketings ³	Mil. Pounds	5	5
Cash Receipts ⁴	Mil. Dollars	5	5

Price per 100 lbs.

Sheep	Dollars	5	5
Lambs	Dollars	5	5

¹ Includes custom slaughter for use on farms where produced and State outshipments, but excludes interfarm sales within the State. ² Adjustments made for changes in inventory and for inshipments. ³ Excludes custom slaughter for use on farms where produced and interfarm sales within the State. ⁴ Receipts from marketings and sale of farm slaughter. ⁵ 2011 estimates discontinued.

Milk & Honey

Milk Cows, Milk Production, and Income, Tennessee, 2008-2012

Year	Milk Cows ¹	Milk Per Cow	Total Milk	Cash Receipts ²	Average Return Per Cwt. ³
	1,000 Hd.	1,000 Lbs.	Mil. Lbs.	Mil. \$	Dollars
2008	59	16.0	948	190.69	20.20
2009	56	16.2	909	127.61	14.10
2010	52	16.3	850	151.43	17.90
2011	50	16.2	810	174.90	21.70
2012	50	16.1	805	156.80	19.60

¹ Average number on farms during year, excluding heifers not yet fresh. ² Cash receipts from marketings of milk and cream, plus value of milk used for home consumption and farm churned butter. ³ Cash receipts divided by milk or milkfat in combined marketings.

Honey: Colonies, Yield, Production, Price, and Value, Tennessee, 2008-2012¹

Year	Colonies of Bees	Honey Production Per Colony	Production	Average Price Per Pound ²	Value of Production
	1,000	Lbs.	1,000 Lbs.	Cents	\$1,000
2008	7	61	427	20.9	892
2009	7	51	357	23.7	846
2010	8	63	504	24.5	1,235
2011	7	44	308	29.3	902
2012	7	61	427	28.5	1,217

¹ Producers with five or more colonies. Colonies which produced honey in more than one State were counted in each State. ² Average price per pound based on expanded sales.

Poultry

Chickens: Number, Price, and Value, Tennessee, December 1, 2008-2012 ¹

Year	Number 1,000 Head	Value per Head Dollars	Total Value \$1,000
2008	2,763	7.60	20,999
2009	2,808	6.60	18,533
2010	2,830	6.90	19,527
2011	2,584	6.80	17,571
2012	2,600	7.10	18,460

¹ Excludes commercial broilers.

Source: USDA, NASS, Chicken & Eggs 2012 Summary, February 2013.

Broilers: Number, Production, Price, and Value, Tennessee, 2008-2012 ^{1 2}

Year	Number Produced 1,000 Head	Pounds Produced 1,000 Lbs.	Price per Pound ³ Cents	Value of Production \$1,000
2008	199,700	1,018,500	46.0	468,510
2009	189,700	967,500	⁴	442,148
2010	193,100	986,700	⁴	475,589
2011	190,300	989,600	⁴	454,266
2012	167,600	871,500	⁴	435,750

¹ December 1, previous year through November 30. ² Broiler production including other domestic meat-type strains.

³ Live weight equivalent prices, derived from ready-to-cook (RTC) prices using the following formulas: RTC price minus processing cost X (dressing percentage) = live weight equivalent price. ⁴ State level estimates discontinued.

Source: USDA, NASS, Poultry Production and Value 2012 Summary, April 2013.

Agricultural Exports

USDA's Economic Research Service (ERS) publishes estimates of U.S. agricultural export contributions by states on a fiscal year basis (October 1-September 30). These estimates are prepared by major commodity groups and usually are based on the assumption that, for each commodity, a state contributes the same export share as its share of production. However, where obvious distortions exist, this procedure is amended. To keep data manageable, ERS limits exports only to states that collectively account for 90 percent of a given commodity's output. They also assume that a state would export only if it had an apparent surplus. They further assume that, although this method could eliminate some exporting states, it is more likely that large exporters would be sufficiently credited. Thus, for Tennessee, ERS no longer publishes estimates for nuts, rice, peanuts, or sunflowers, and no allowance is made for them in the "other" category.

Agricultural Exports: Tennessee and United States, 2009-2010

Commodity	Tennessee		United States	
	2009	2010	2009	2010 ^{5/}
Million Dollars				
Soybeans & Products	361.2	290.0	17,620.5	22,086.4
Tobacco, Unmanufactured	45.3	46.3	1,199.5	1,221.3
Cotton & Linters	144.3	174.6	3,560.6	4,840.2
Cottonseed & Products	5.3	4.7	134.0	130.2
Wheat & Products	113.3	96.4	8,601.6	8,666.6
Feed Grains & Products	72.7	65.5	11,942.4	11,912.2
Live Animals & Meat,				
Excluding Poultry	66.2	63.5	9,452.6	8,906.5
Fats, Oils, & Greases	1.3	1.8	676.3	949.5
Poultry & Products	73.6	65.3	4,841.3	4,619.0
Hides & Skins	1.4	2.0	1,506.6	2,116.8
Vegetables & Preparations	10.8	13.2	5,279.0	5,556.0
Dairy Products	3.4	4.9	2,334.3	3,458.1
Fruits & Preparations ¹	0.8	0.8	5,719.1	6,115.6
Feeds & Fodders	48.4	55.7	3,943.6	4,836.5
Seeds	20.4	11.7	1,235.3	1,218.4
Other ^{2,3}	76.5	83.7	18,248.5	22,030.3
All Commodities ⁴	1,044.8	980.0	96,295.1	108,663.7

¹ Apples, apple juice, and apple products, as well as other misc. fruits assumed to equal the previous year; current year production data is not released until July or later. ² Tennessee and U.S. other includes sugar and tropical products, minor oilseeds, essential oils, beverages other than juice, nursery and greenhouse, wine and misc. vegetable products. ³ U.S. "Other" also includes rice, sunflower seed and oil, peanuts and products, and tree nuts. ⁴ Totals may not add due to rounding. ⁵ Series Discontinued.

Source: Foreign Agricultural Trade of the U.S., USDA, ERS, July 2011.

Revised 2010, Preliminary 2011 will be available October 28, 2012.

State Organizations

Agricultural & Forestry

4-H Club, Tenn.
205 Morgan Hall, 2621 Morgan Circle
Knoxville, TN 37996-4510
Ph: 865-974-2128 Fax: 865-974-1628
<http://4h.tennessee.edu>

4-H Foundation, Inc., Tenn.
205 Morgan Hall, 2621 Morgan Circle
Knoxville, TN 37901-4510
Ph: 865-974-7436 Fax: 865-974-1628
<http://4hfoundation.tennessee.edu/>

Ag In The Classroom Foundation
P.O. Box 313, 147 Bear Creek Pk.
Columbia, TN 38402-0313
Ph: 931-388-7872 Fax: 931-388-5818
www.tnfarmbureau.org/education-resources

Agricenter International
7777 Walnut Grove Rd.
Memphis, TN 38120
Ph: 901-757-7777 Fax: 901-757-7783
www.agricenter.org

Agricultural Museum, Tenn.
Ellington Agricultural Center
P.O. Box 40627, Nashville, TN 37204
Ph: 615-837-5197
www.tnagmuseum.org

Agricultural Production Association, Tenn.
P.O. Box 3003
LaVergne, TN 37086
Ph: 615-793-8355 Fax: 615-793-8380
<http://eppserver.ag.utk.edu/Extension/TAPA/TAPA.html>

Agritourism Association, Tenn.
6290 McDaniel Rd.
College Grove, TN 37046
www.tennesseeagritourism.org

Austin Peay State University Department of
Agriculture
Sundquist Science Complex, Rm D232
P.O. Box 4607
Clarksville, TN 37044
Ph: 931-221-7272 Fax: 931-221-6385
www.apsu.edu/agriculture

Beef Council, Tenn.
530A Brandies Circle
Murfreesboro, TN 37128
Ph: 615-896-5811 Fax: 615-869-5814
www.beefup.org

Beekeepers Association, Tenn.
3900 Rock Springs Road
Watertown, TN 37184
www.tnbeekeepers.org

Boll Weevil Eradication Foundation, Inc., Tenn.
Ellington Agricultural Center
P.O. Box 40627
Nashville, TN 37204
Ph: 615-837-5136 Fax: 615-837-5025
www.tn.gov/agriculture/general/bollweevil.html

Burley Stabilization Corporation
835 Bill Jones Rd.
Springfield, TN 37172
Ph: 615-212-0508 Fax: 866-828-6501
www.burleystabilization.com

Cattlemen's Association, Tenn.
530 B Brandies Circle
Murfreesboro TN 37128,
Ph: 615-896-2333, Fax: 615-896-0244
www.tncattle.org

Conservation Districts, Tenn. Assn. of
325 Delmar Salts Rd.
Gray, TN 37615
Ph: 423-737-7667, Fax: 423-477-9293

Cooperative, Tennessee Farmers
P.O. Box 3003, 200 Waldron Rd.
LaVergne, TN 37086-1983
Ph: 615-793-8011 Fax: 615-793-8404
www.ourcoop.com

Cooperatives, Tenn. Council of
c/o Roberta Smith, Bledsoe Telephone
Cooperative, P.O. Box 609
Pikeville TN 37367
Ph: 423-447-2121, Fax: 423-447-2498
www.tennesseeCouncilofCoops.org

Cotton Council of America, National
P.O. Box 2995
Cordova TN 38088-2995
Ph: 901-274-9030 Fax: 901-725-0510
www.cotton.org

Cotton Ginners Assn., Southern
874 Cotton Gin Place
Memphis, TN 38106
Ph: 901-947-3104 Fax: 901-947-3103
www.southerncottonginners.org

Dairy Association of Tenn., American
9201 Bunsen Pkwy, Suite 100
Louisville, KY 40220
Ph: 502-495-7760 Fax: 502-495-7764
www.southeastdairy.org or www.got-milk.com

Dairy Producers Association, Tenn.
3002 Long Creek Road
Parrottsville, Tn 37843
Ph: 423-623-7494
www.tennessee-dairy.org

Dairy Products Association, Tenn.
1838 Elm Hill Pike, Ste. 136
Nashville, TN 37210-3726
Ph: 615-889-0136 Fax 615-889-2877

Emu Association, Tenn.
P.O. Box 9
Hickman, TN 38567
Ph: 615-286-2509

Equine Association, Tenn.
P.O. Box 975
Columbia, TN 38402
Ph: 931-698-0243
www.tnequine.org

Fairs, Tennessee Association of
123 Clark Mill Rd.
Fayetteville, TN 37334
Ph: 931-438-7242
www.tennesseefairs.com

Farm & Forest Families of Tenn., The
P.O. Box 313, 147 Bear Creek Pk.
Columbia, TN 38402-0313
Ph: 931-388-7872 Fax: 931-381-5818

Farm Bureau Federation, Tenn.
P.O. Box 313, 147 Bear Creek Pk.
Columbia, TN 38402-0313
Ph: 931-388-7872 Fax: 931-381-3540
www.tnfarmbureau.org

Farm Credit Services of Mid-America
813 South Church St.
Murfreesboro, TN 37130-0609
Ph: 615-893-7631 Fax: 615-893-4522
www.farmcredit.com

Farm Winegrowers Alliance, Tenn.
Ph: 615-498-1563
www.tennessee-wines.com

Feed & Grain Association, Tenn.
P.O. Box 901
Guntersville, AL 35976
Ph: 256-582-5245
www.tnfeedandgrain.org

FFA Alumni Association, Tenn.
P.O. Box 720
White House, TN 37188
Ph: 615-419-9950 Fax: 615-672-9370
www.tnffa.org

FFA Foundation, Inc., Tenn.
Box 5034, TN Tech University
Cookeville, TN 38505-0001
Ph: 931-372-6050 Fax: 931-372-6051
www.tnffa.org

FFA, Tennessee Association of
4th Floor, Andrew Johnson Tower
710 James Robertson Parkway
Nashville, TN 37243-0383
Ph: 615-532-2847 Fax: 615-532-8226
www.tnffa.org

Forage & Grassland Council, Tenn.
2431 Joe Johnson Dr.
Knoxville, TN 37996
Ph: 865-974-7208

Forestry Association, Tenn.
2605 Elm Hill Pike, Suite G
Nashville, TN 37214
Ph: 615-883-3832 Fax: 615-883-0515
www.tnforestry.com

Forestry Commission, Tenn.
P.O. Box 40627
Nashville, TN 37204
Ph: 615-837-5520 Fax: 615-837-5003
www.tn.gov/agriculture/forestry/forestry-commission.html

Fruit & Vegetable Association, Tenn.
2837 Taylor Road
Maryville, TN 37803
Ph: 865-983-0153
<http://tfva.org>

Fuel & Convenience Store Assn., Tenn.
P.O. Box 101334
Nashville, TN 37224
Ph: 615-242-4377 Fax: 615-254-8117
www.tfca.info

Grocers & Convenience Store Assoc., Tenn.
1838 Elm Hill Pike, Suite 136
Nashville, TN 37210-3726
Ph: 615-889-0136 Fax: 615-889-2877
www.tngrocer.org

Hardwood Lumber Assn., National
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Memphis, TN 38134-0518
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www.nhla.com

Livestock Marketing Association, Tenn.
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Kingsport, TN 37662
Ph: 423-378-3254 Fax: 423-378-9412
www.lmaweb.com

MTSU School of Agribusiness & Agriscience
P.O. Box 5
Murfreesboro, TN 37132
Ph: 615-898-2523
www.mtsu.edu/abas

Nature Conservancy, The
2021 21st Ave., Suite C-400
Nashville, TN 37212
Ph: 615-383-9909
www.nature.org

Nursery Association, Middle Tenn.
201 Locust St., Suite 14,
McMinnville, TN 37110
Ph: 931-507-7322 Fax: 931-507-9601
www.mtna.com

Nursery & Landscape Association, Inc., Tenn.
P.O. Box 57, 115 Lyon St.
McMinnville, TN 37111
Ph: 931-473-3951 Fax: 931-473-5883
www.tnla.com

Organic Growers Association, Tenn.
P.O. Box 121723
Nashville, TN 37212-1723
www.tnorganics.org

Pest Control Association, Tenn.
1235 Mattoxtown Rd.
Lawrenceburg, TN 38464
Ph: 931-829-1122
www.tennpca.org

Pork Producers Association, Tenn.
13994 Versailles Road
Rockvale, TN 37153
Ph/Fax: 615-274-6533
porkpromotn@tds.net

Poultry Association, Tenn.
P.O. Box 1525
Shelbyville, TN 37162-1525
Ph: 931-225-1123
www.tnpoultry.org

Soybean Promotion Board, Tenn.
100 Executive Dr.
Jackson, TN 38305
Ph: 731-668-2850 Fax: 731-668-2772
www.tnsoybeans.org

Specialty Foods Association, Tenn.
c/o Ron Boyle, Porky's Gourmet Foods,
644 Blythe St.,
Gallatin, TN 37066
Ph: 615-230-7000

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Nashville, TN 37203-3816
Ph: 615-277-2600 Fax: 615-277-2659
www.fsa.usda.gov/tn

USDA Natural Resources Conservation Svc.
801 Broadway, 675 U.S. Courthouse
Nashville, TN 37203
Ph: 615-277-2531 Fax: 615-277-2577
www.tn.nrcs.usda.gov

USDA Rural Development
3322 West End Avenue, Suite 300
Nashville, TN 37203-6835
Ph: 615-783-1300 Fax: 615-783-1301
www.rurdev.usda.gov/tn

USDA National Ag Statistics Service,
Tennessee Field Office
Ellington Agricultural Center
P.O. Box 41505
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Ph: 615-781-5300 or 800-626-0987
Fax: 615-781-5303
www.nass.usda.gov/tn

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<http://ag.tennessee.edu/casnr>

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www.vet.utk.edu

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<http://taes.tennessee.edu>

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www.agriculture.utk.edu

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www.utm.edu/departments/caas

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www.utm.edu/departments/caas/anr

USDA Forest Service – Cherokee National
Forest
2800 North Ocoee St
Cleveland, TN 37312-5374
Ph: 423-476-9700
www.fs.usda.gov/cherokee

Urban Forestry Council, Tenn.
6820 Cloudland Drive
Nashville, TN 37205
Ph: 615-352-8985
www.tufc.com

Viticulture & Oenological Society, Tenn.
Louisa Cooke
1100 Dunlop Lane
Clarksville TN 37040
Ph: 931-645-8867
www.tvos.org

Walking Horse Breeders & Exhibitors Assn.,
Tenn.
P.O. Box 286
Lewisburg, TN 37091
Ph: 931-359-1574 Fax: 931-359-2539
www.twhbea.com

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Tenn. Dept. of Agriculture, Authorization No. 325339, Jan. 2014,
3,000 copies. This publication was promulgated at a cost of \$ 1.27
per copy.

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