



CTAHR Legislative Briefing

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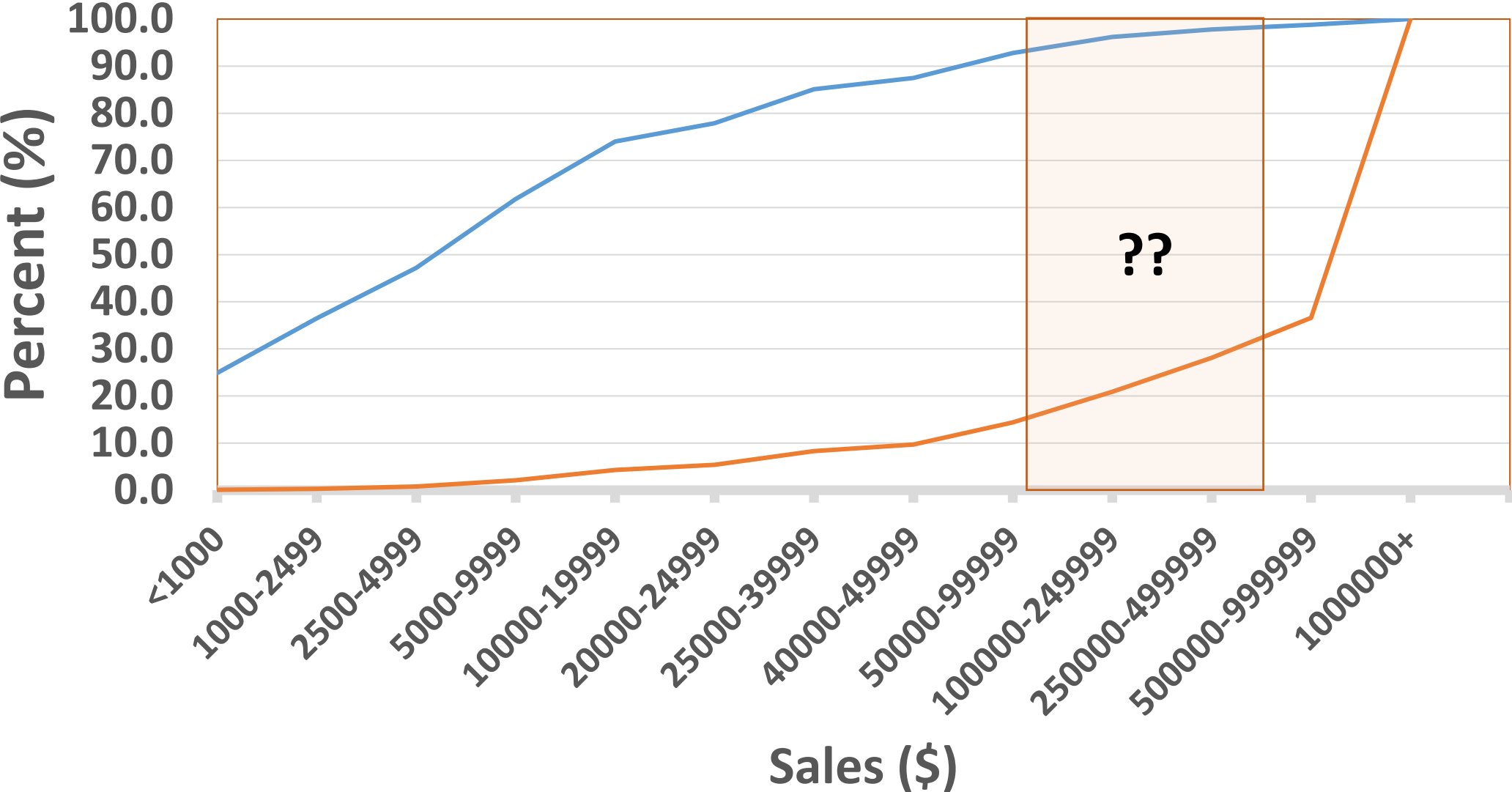


Increasing Ag as a Component of GDP

- Ag is a business
- Each Ag sector must be looked at individually
- Farm size is not as relevant a metric as is sales/income
- An efficient way to increase Ag's influence on GDP: grow existing farms
- Question: which operations would result in the greatest increase with the least inputs -
 - 25% of farms report <\$1000 in annual sales
 - 12% of farms report >90% of annual sales



Farms and Sales per Farm



— Cumulative Farms (%)

— Cumulative Sales (%)

Commercial Agriculture and Where We Can Increase Sales and Jobs

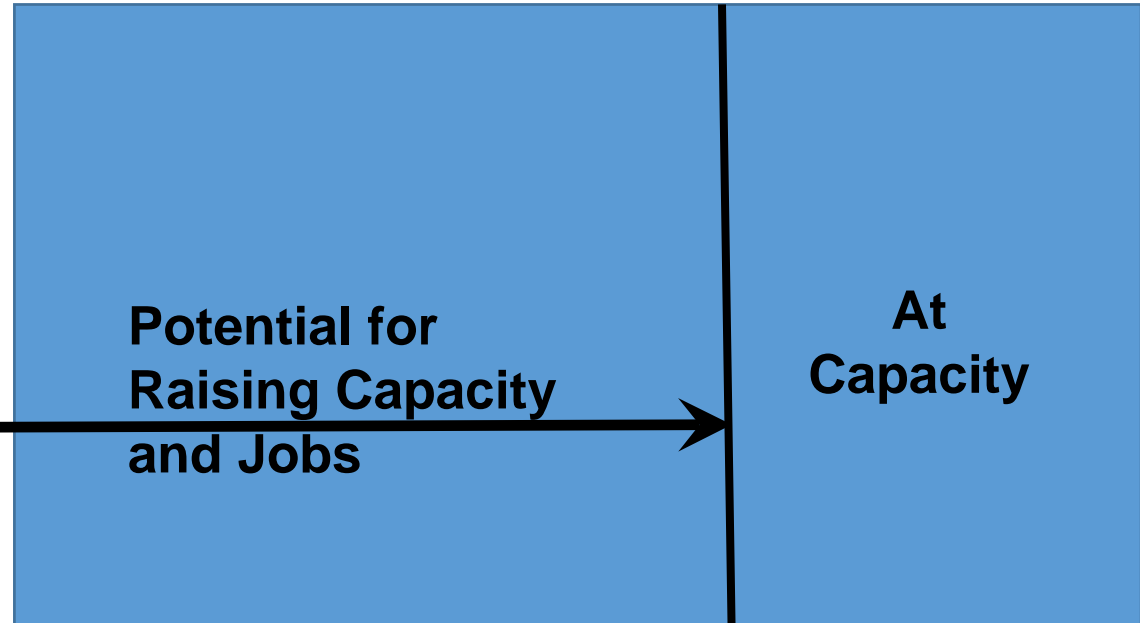
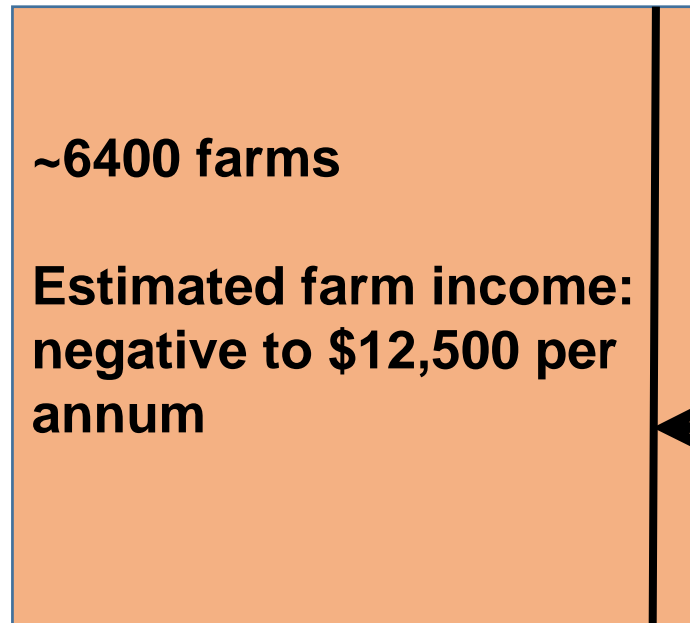
(using Hawaii poverty level for 1 person to define Commercial Ag)

Non-commercial Agriculture
87+% of farms represent <10% percent of sales

Commercial Agriculture
>90% of sales by ~900 farms (12%)

\$0-\$50,000 annual sales

\$50,000 to >\$1,000,000 annual sales



Moving Forward

- This is a generalization across Ag in Hawaii, but it needs to be developed for each Ag sector
- Vertically integrated, diverse operations should be encouraged
- A lack of data is the limit to moving forward
- To move Ag forward, Hawaii Ag will need a business plan to put detail to concepts with expectations
- NOTE: Increasing Commercial Ag and assuring greater food security are related but not the same thing.

