NCSL Conference

Tennessee Department of Agriculture
Charlie Hatcher
Commissioner
Tennessee Agriculture and Forestry

$82 billion economic impact
13% of the state’s economy
350K jobs
$3.6 billion in farm cash receipts
<table>
<thead>
<tr>
<th>Rank</th>
<th>Category</th>
<th>Receipts (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Oil Crops</td>
<td>$713</td>
</tr>
<tr>
<td>2</td>
<td>Poultry</td>
<td>$578</td>
</tr>
<tr>
<td>3</td>
<td>Cattle</td>
<td>$566</td>
</tr>
<tr>
<td>4</td>
<td>Feed Crops</td>
<td>$539</td>
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<tr>
<td>5</td>
<td>Cotton</td>
<td>$268</td>
</tr>
<tr>
<td>6</td>
<td>Dairy</td>
<td>$130</td>
</tr>
<tr>
<td>7</td>
<td>Food Grains</td>
<td>$94</td>
</tr>
<tr>
<td>8</td>
<td>Tobacco</td>
<td>$94</td>
</tr>
<tr>
<td>9</td>
<td>Hogs</td>
<td>$84</td>
</tr>
<tr>
<td>10</td>
<td>Veg/Melons</td>
<td>$24</td>
</tr>
<tr>
<td>11</td>
<td>Hemp?</td>
<td></td>
</tr>
</tbody>
</table>
Ag Census

Number of farms increased by 2K for total of 69K
Farmland acreage remained steady at 10.9M acres
Average farm size declined to 155 acres
Small and large farms increased, but mid-size farms (50-500 acres) decreased
Less than 4% of farms generated 75% of the value of farm production
10% of farms operated by a farmer 35 years or younger
Number of women operators increased by 40%
Lee Administration

Executive Order 1 – Statement of Rural Impact/Recommendations
Senior Advisor for Rural Initiative
Cabinet-level agency collaboration
GIVE Act – $25M to increase number of young adults earning industry certification, including agriculture
$300K each to 4-H and FFA Foundations
Rural Opportunities Summit planning
Vision and Priorities

TDA Key Priorities

Agricultural Economic Development
Workforce Development, Education, and Collaboration
Natural Resources Stewardship and Farm Preservation
Healthy Living
Effective and Efficient Government
Mission

Provide options for the responsible use of agricultural and forest resources

Safeguard food, fiber and ensure equity in the marketplace

Develop rural economic opportunities
Major ag, food, forest and infrastructure investments
Tennessee Agricultural Enhancement Program
Agriculture Enterprise Fund
Ag Tech Innovation and Entrepreneurship
Major Investments

- Tyson
- Develey
- Huber Engineered Woods
- Green Plains
- Indigo
- TN Department of Agriculture
Tennessee Agricultural Enhancement Program

Est. in 2005 to reinvest communities hit by tobacco losses

Long-term, strategic investments to increase farm profitability, efficiency and safety

$21M annually from cigarette sales tax
Tennessee Agricultural Enhancement Program

35% to 50% cost share

Genetics, Livestock Equipment, Diversification, Hay and Grain Storage, Feed Handling, Poultry & Dairy, New this year, Hay Equipment, Cattle herd health program

$168M total state investment in 60K farm projects
Agriculture Enterprise Fund

Agribusiness development incentive program

New or expanding agricultural, food and forestry businesses

Must demonstrate a strong potential for impact on local farm income, access to markets, increased capacity or agricultural innovation
Priority on agribusinesses located in distressed or at-risk counties

46 projects in 34 counties, $1.9M in allocations leveraging $38M in private investment
Agriculture Enterprise Fund
Ag Innovation and Entrepreneurship

AgLaunch

Partnership established in 2015
Reinventing the ag economy in the Mid-South region
Start, attract and grow 100 new ag tech companies in Tennessee by 2022
SBA and USDA designation as one of only 14 Regional Innovation Clusters, and the only one focused on farm production/technology
Tennessee Department of Agriculture

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