

## MINUTES OF THE HOUSE AGRICULTURE AND NATURAL RESOURCES COMMITTEE

The meeting was called to order by Chairman John Faber at 3:30 P.M. on February 15, 2007, in Room 423-S of the Capitol.

All members were present.

## Committee staff present:

Raney Gilliland, Kansas Legislative Research Department  
Emalene Correll, Kansas Legislative Research Department  
Jason Thompson, Revisor of Statutes  
Florence Deeter, Committee Assistant

## Conferees appearing before the committee:

Dr. Rhonda Janke, Kansas State University  
Pete Garfinkel, Associate, Kansas State University  
Diane Endicott, Good Natured Farms  
Dan Nagengast, Director, Kansas Rural Center

## Others attending:

See attached list.

It was noted that committee minutes dated February 1, 5, 6, and 7, 2007, were sent electronically, and, by consensus were approved as written on February 15, 2007.

Dr. Rhonda Janke, Kansas State University, briefed the Committee on local foods, focusing on the economic potential for expansion of fruit and vegetable production in Kansas (Attachment 1). She reviewed statistics regarding fruit and vegetable production in the Kansas River Valley and county by county.

Pete Garfinkel, Associate, Kansas State University, continued the presentation by outlining the history of crop production in the Kansas River Valley, including apple, strawberry, and grape production (Attachment 2).

Diane Endicott, Good Natured Family Farms and Farm-to-Market Coordinator for Southeast Kansas, testified regarding an alliance of 75 family farms that promote local products. She spoke of the value of direct marketing and the appeal of quality products in local markets. She provided a page of information regarding various web sites of local food marketing (Attachment 3). An informational brochure, which was distributed to the committee provided details regarding the products available at Good Natured Family Farms.

Dan Nagengast, Director, Kansas Rural Center, said the Center, in partnership with various state agencies, promotes local and regional food production (Attachment 4). He listed projects and activities that assist farmers in marketing their produce. Mr. Nagengast referenced (Attachment 5) to illustrate the USDA (U. S. Department of Agriculture) budget priorities and outlays; included are the web sites for additional information.

The Chairman requested Raney Gilliland give updated information on HB 2294. After explanation, Representative Grange moved to pass the bill out favorably and be placed on the Consent Calendar. Representative Moxley seconded the motion. The motion carried.

The meeting was adjourned at 4:30 p.m. The next meeting is scheduled for February 19, 2007.



### The Economic Potential for Expansion of Fruit and Vegetable Production in Kansas

Rhonda R. Janke  
 Assoc. Prof. and Ext. Spec.  
 Horticulture, Forestry, and Recreation Resources  
 K-State

### The Economic Potential for Expansion of Fruit and Vegetable Production in Kansas

\$509,072,440

### Data Sources

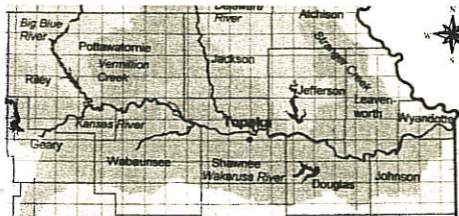
- Acres and crop value: USDA 2002 Census of Agriculture
- Per capita consumption of foods: USDA/ERS
- Food expenditures, national average, Bureau of Labor Statistics
- Food sales estimates from state sales tax Office of Policy Research, KS Dept. of Rev.
- Per acre yields for the Midwest, Iowa State Univ.
- County and state population, 2005 Census est.

### Taxable food sales in KS

(food and beverage stores, food services and drinking places; excludes exempt sales, and "box store" sales)

- Kansas Total = \$5,644,736,000
- 9.3% of food dollar = fruits and vegetables, = \$524,960,440
- KS income vegetables = \$14,317,000
- KS income fruit = \$1,571,000
- Total fruit + vegetable income = \$15,888,000
- Difference = \$509,072,440

### The Kansas River Valley



- Counties include: Geary, Riley, Pottawatomie, Wabaunsee, Jackson, Shawnee, Jefferson, Douglas, Leavenworth and Wyandotte

### Food Sales and Farm income for fruits and veg. by county

	Riley	Pottawatomie	Shawnee
Total Food Sales	\$ 107 M	\$ 46 M	\$ 393 M
9.3% on F&V	\$ 9.95 M	\$ 4.28 M	\$ 36.55 M
Income for Veg. (# farms)	\$ 424,208 (8)	\$106,052 (2)	\$445,000 (8)
Income for Fruit (# farms)	\$52,619 (7)	\$15,034 (2)	\$45,102 (6)
Total F&V Income	\$476,827	\$121,086	\$469,310
Percent of possible F&V Income	4.8%	2.8%	1.3%



### Food Sales and Farm Income by county

	Riley	Pottawatomie	Shawnee
Total Food Sales	\$ 107 M	\$ 46 M	\$ 393 M
Market value of ALL agriculture	\$ 23.66M	\$ 53.80 M	\$ 21.98 M
Total farm production exp.	\$ 22.47 M	\$ 54.31 M	\$ 22.99 M
# farms	493	842	903
Gov. Pmts.	\$ 1.1 M	\$ 2.2 M	\$ 1.5 M

### Acreage estimates for state and 3 county area for locally supplied fruits and vegetables.

	Fruit	Vegetables	Total
Acres needed in KS	34,826	42,953	77,779
Acres have in KS	2036 (5.8%)	4713 (11.0%)	6749 (8.7%)
Need in 3 county (acres)	3228	3982	7210
Have in 3 county (acres)	94	207	301
1910 in 3 county (acres)	2706	7861	10,567
Irrig. Acres in 3 counties 2002			32,601

### References/Sources

- Acres and crop value: USDA 2002 Census of Agriculture [www.nass.usda.gov/census](http://www.nass.usda.gov/census)
- Per capita consumption of foods: USDA/ERS [www.ers.usda.gov/data/foodconsumption](http://www.ers.usda.gov/data/foodconsumption)
- Food expenditures, national averages, Bureau of Labor Statistics, [www.bls.gov/cex/home.htm](http://www.bls.gov/cex/home.htm)
- Food sales estimates from state sales tax Office of Policy Research, KS Dept. of Rev. (S. Brunkan)
- Per acre yields (for Iowa/Midwest) [www.leopold.iastate.edu/research/calculator/home.htm](http://www.leopold.iastate.edu/research/calculator/home.htm)
- County and state population, 2005 est. <http://quickfacts.census.gov/qfd/states/20000.html>

Thank you.  
Questions?



**Table 1. Average U.S. consumption figures**

Bureau of Labor Statistics 2005

Consumer Expenditure Survey

[www.bls.gov/cex/home.htm](http://www.bls.gov/cex/home.htm)

Category (across all income levels, demographic classes)	Total per "consumer unit" (= 2.5 people)		As a percent of total food.	Per person
	Detail	Summary categories		
Total Food **[12.8% of total expenditures]		5931		2372.40
Food at home	3297		56%	
Food away from home	2634		44%	
All fruits and vegetables		552	9.3%	
Fresh vegetables	175			
Fresh fruit	182			
Processed vegetables	89			
Processed fruit	106			
Total meat, poultry, fish & eggs		764	13%	
Beef	228			
Pork	153			
Poultry	134			
Fish/seafood	113			
Eggs	33			
Other meat	103			
Dairy product		378	6.4%	
Cereals and bakery		445	7.5%	
Non-alcoholic beverages	303			
Sugars and sweets	119			
Fats and oils	85			
<b>Non-food misc.</b>				
Transportation		8,344		
Housing		15,167		
Utilities		3,183		
Entertainment		2,388		
Healthcare total		2,664		
Medical services and supplies	782			
Health insurance	1361			
Drugs – P and NP	521			
Alcoholic beverages	426			
footwear	320			
<b>Total income</b>		\$58,712		
<b>Total expenditures **</b> (Note: average age = 48.6)		\$46,409		



**Table 2. County level statistics**

	Riley	Pottawatomic	Shawnee	3 county	Kansas
<b>Population<sup>1</sup></b>	<b>62,826</b>	<b>19,129</b>	<b>172,365</b>	<b>254,320</b>	<b>2,744,687</b>
				[9.3% ofKS]	
Number of farms <sup>2</sup>	493	842	903		64,414
Land Area (acres)	222,269	466,494	216,812		42,227,944
Irrigated Land Area	2,627	15,801	14,173		2,678,277
Market value of all ag products sold \$	23,660,000	53,803,000	21,975,000		8,746,244 (x 1000)
Total farm production expenses \$	22,468,000	54,314,000	22,989,000		8,443,180 (x 1000)
Vegetable, melon, potato and swt potato # farms/total \$	8/D	2/D	8/ \$445,000		270/ \$14,317,000
Fruit, nut berry # farms/total \$	7/D	2/D	6/D		209/ \$1,571,000*
Direct market gross returns	14/ \$135,000	26/ \$143,000	30/ \$292,000		1,796/ \$9,001,000
Certified organic acres	2/D	6/25,000	2/D		227/ \$2,320,000
<b>1910 Estimates</b>					
Acres fruit <sup>3</sup>	506	747	1453	2706	
Acres vegetables	1494	2686	3681	7861	
Total fruits & veg.	2000	3433	5134	10,567	
<b>2002 Census of Ag</b>					
Acres fruit	10	35	49	94	
Acres vegetables	52	4	151	207	
Total fruits & veg.	62	39	200	301	
<b>2002 as % of 1910</b>	<b>3.1%</b>	<b>1.1%</b>	<b>3.9%</b>	<b>2.85%</b>	
Taxable Sales – Stores	34,623,000	33,283,000	188,321,000		2,823,453,000
" " – Food service	72,264,000	12,547,000	204,717,000		2,821,283,000
<b>Total Taxable Food<sup>4</sup></b>	<b>106,887,000</b>	<b>45,830,000</b>	<b>393,038,000</b>		<b>5,644,736,000</b>
<b>Per capita expenditure</b>	<b>\$1701</b>	<b>\$2,396</b>	<b>\$2,280</b>		<b>\$2056</b>

<sup>1</sup>Census data from www.quickfacts.census.gov (2005)

<sup>2</sup>USDA Census of Agriculture 2002

D = not reported, too few farms to disaggregate

\*estimate from 1997 Census of Ag, not reported in 2002

<sup>3</sup>from the 1910 USDA Census of ag, estimate of acres for fruit based on # trees reported

<sup>4</sup>Source of data; KS Dept. of Revenue, Steven Brunkan. Figures don't include exempt sales.

5-1

**Table 3. Fruit and Vegetable Acreage Needs Estimated from per Capita Consumption Data**

Item	Per capita consumption total (FW lb) <sup>1</sup>	FW for 2,745,000 people in KS (lb)	Expected yield/acre in Midwest (lb/acre) <sup>2</sup>	Acres needed in KS	Acres in KS now	Riley Co # farms/acres	Pott Co # farms/acres	Shawnee Co # farms/acres
Apples	50.8	139,446,000	12,000	11,621	599	6/D	4/D	3/D
Grapes	19.1	52,429,500	6,000	8738	216	--	2/D	7/12
Watermelon	13.0	35,685,000	25,000	1427	343	3/13	1/D	3/9
Peaches	9.5	26,077,500	5,000	5216	354	2/D	3/D	--
Cantaloupe	9.5	26,077,500	24,000	1087	365	1/D	--	4/9
Strawberry	7.0	19,215,000	8000	2402	34	3/D	--	--
Pears	5.6	15,372,000	11,000	1397	40	--	1/D	1/D
Cherry	1.9	5,215,500	2,000	2608	18	--	1/D	--
Raspberry	0.2	549,000	2,000	275	15	--	--	--
Blackberries	0.1	274,500	5,000	55	52	3/4	--	1/D
				<b>34,826</b>	<b>2036</b>	(5.8%)		
Potato <sup>3</sup>	46.5	127,642,500	24,000	5318	3764	2/D	--	2/D
Tomato	89.7	246,226,500	28,000	8794	111	3/D	2/D	8/8
Lettuce	34.5	94,702,500	10,000	9470	4	--	--	--
Sweet corn	26.9	73,840,500	13,000	5680	684	3/D	2/D	7/41
Onion	22.8	62,586,000	30,000	2086	(est) <sup>4</sup> 36	2/D	--	3/D
Peppers	13.1	35,959,500	10,000	3596	46	3/D	1/D	5/7
Carrots	11.6	31,842,000	30,000	1061	2	1/D	--	--
Cucumbers	10.9	29,920,000	17,000	1760	13	--	--	2/D
Cabbage	9.5	26,077,500	26,000	1003	9	1/D	--	1/D
Broccoli	8.5	23,332,500	11,000	2121	6	--	--	--
Swt Potato	4.7	12,901,500	10,000	1290	29	3/D	--	2/D
Spinach	3.1	8,509,500	11,000	774	9	--	--	--
				<b>42,953</b>	<b>4713</b>	(11.0%)		
<b>TOTALS</b>				<b>77,779</b>	<b>6749</b>	(8.7%)		

<sup>1</sup>Consumption figures from USDA/ERS data at [www.ers.usda.gov/data/foodsconsumption](http://www.ers.usda.gov/data/foodsconsumption), used total dietary consumption (fresh and processed) for all fruits and vegetables except potatoes.

<sup>2</sup>Yield per acre estimates for Midwest from Iowa source, [www.leopold.iastate.edu/research/calculator/home.htm](http://www.leopold.iastate.edu/research/calculator/home.htm)

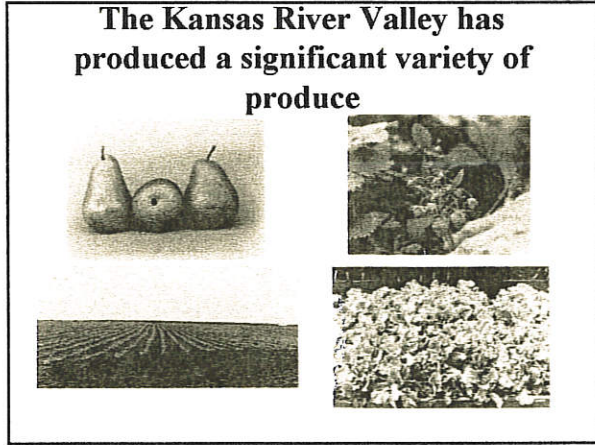
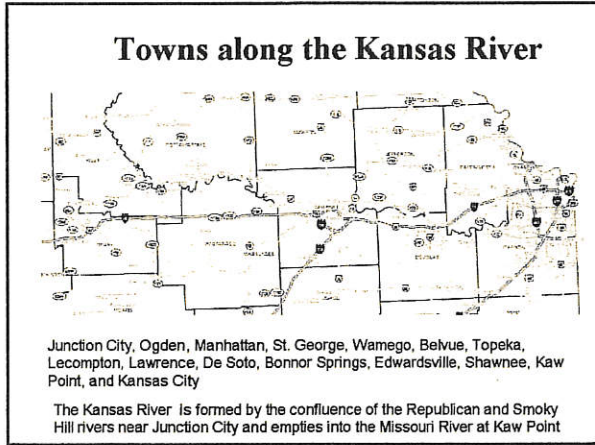
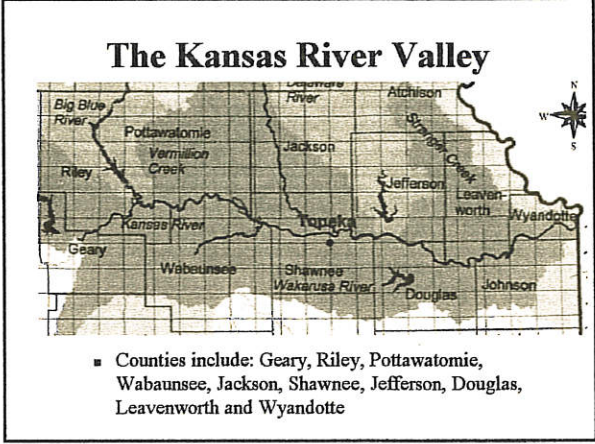
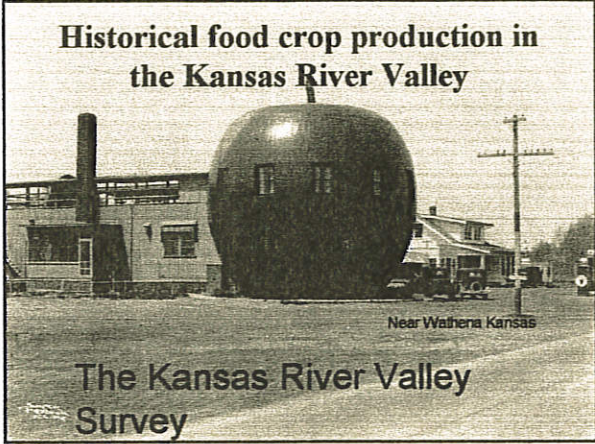
<sup>3</sup>Potato per capita consumption based on only fresh consumption (46.5 lb) rather than total fresh plus processed (134.5 lb).

<sup>4</sup>Acreage of onions in KS not reported in the census of ag. Estimate of acres based on 36 farms, assume 1 acre each

FYI: per capita consumption of all **wheat products is 134.3 lb**, or 368,653,500 lb to feed KS. The state produced 262,980,052 bushels of wheat in 2002, or about 15 billion lb of wheat. This is enough to feed 117,489,200 people, or **42 times the number of people in KS**.

FYI: per capita consumption of **beef is 94.1 lb**, or 258,304,500 lb to feed Kansas. In 2002, 7.57 million cows and calves over 500 lb were sold, so a rough estimate of 500 lb per carcass (assume live animal weight of at least 1000 lb) = 3.8 billion lb of beef, or enough for 40,215,834 people, or **14.6 times the number of people in KS**.

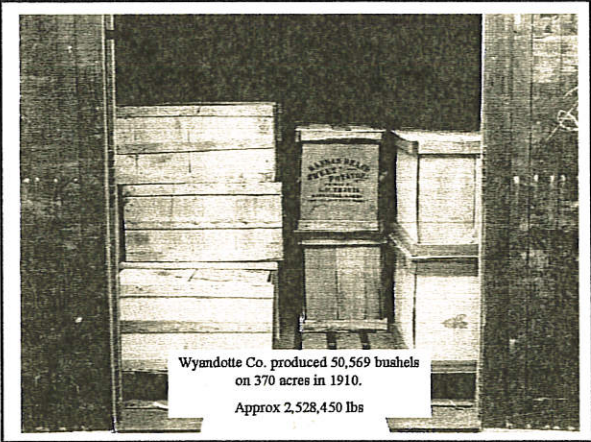
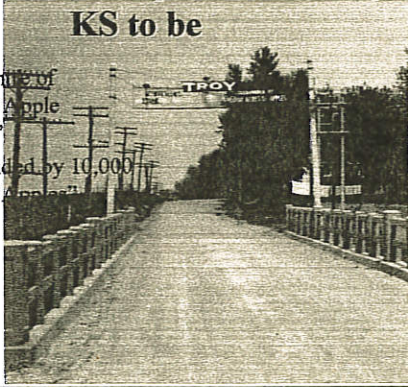




## Welcome banner proclaims Troy

KS to be

- "The Center of Midwest Apple Industry"
- "Surrounded by 10,000 Acres of Apples"



## Strawberry production



## Grape Harvest

1930's Grape Production  
Riley County – 105,993lbs  
Shawnee County 381,044lbs



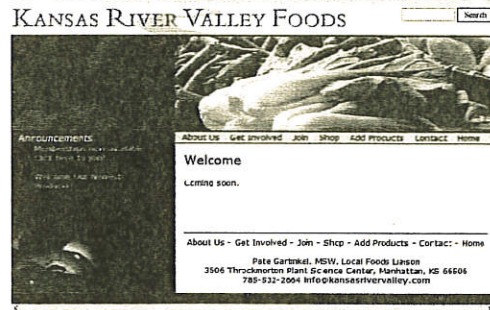
1930's Grape production:  
Wyandotte County – 1,399,870lbs  
Johnson County – 653,956lbs



## Where it all began



## Kansas River Valley Foods



## Thank You

- Special Thanks to :
- Kansas State University Library Special Collections for image usage





Good Earth • Good Food • Good Life

**Good Natured Family Farms Alliance™**

To broaden your overview of local food marketing across the United States, please visit some of the web sites listed below:

**1. Jersey Fresh Campaign**

[www.state.nj.us/jerseyfresh](http://www.state.nj.us/jerseyfresh)

**2. California Grown Campaign**

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

**3. Wisconsin's Agricultural Innovation Center**

<http://aic.uwex.edu/localfood.cfm>

**4. California Dairy Campaign:**

[www.californiadairycampaign.com](http://www.californiadairycampaign.com)

**5. Colorado Proud:**

[www.ag.state.co.us/mkt/CoProud/Co%20Proud%20Program.html](http://www.ag.state.co.us/mkt/CoProud/Co%20Proud%20Program.html)

**6. Buy Fresh, Buy Local Web Site**

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

**7. Utah Supporting Locally Grown Foods:**

[www.ag.state.ut.us/marketing/promotion.html](http://www.ag.state.ut.us/marketing/promotion.html)

**8. Georgia Organics:**

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

**9. Massachusetts:**

[www.buylocalfood.com/programs.html](http://www.buylocalfood.com/programs.html)

**10. Knox County, Ohio:**

[www.rurallife.kenyon.edu/FFT/marketing.htm](http://www.rurallife.kenyon.edu/FFT/marketing.htm)

**11. Alaska:**

[www.dnr.state.ak.us/ag/ag\\_ms.htm](http://www.dnr.state.ak.us/ag/ag_ms.htm)

**12. Pennsylvania:**

[www.pasafarming.org/programs/Southwest.htm](http://www.pasafarming.org/programs/Southwest.htm)

**13. Washington State:**

[www.agr.wa.gov/marketing/default.htm](http://www.agr.wa.gov/marketing/default.htm)

**14. Philadelphia:**

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

**15. New York Proud**

[www.nyfarms.info/farmtorestaurant.html](http://www.nyfarms.info/farmtorestaurant.html)

**16. Overview of Farm to School Program**

[www.attra.ncat.org/attra-pub/PDF/farmtoschool.pdf](http://www.attra.ncat.org/attra-pub/PDF/farmtoschool.pdf)

**Diana Endicott**

**Rainbow Organic Farms**

1976 55<sup>th</sup> Street, Rt. 1 • Bronson, KS 66716

Farm: 620-939-4933 • Cell: 913-636-9989 • e-mail: [ckt@allnatural.net](mailto:ckt@allnatural.net) •

**HS AGRICULTURE AND NATURAL  
RESOURCES COMMITTEE**

**2-15-2007**

**ATTACHMENT 3**



P.O. Box  
Whiting, Kansas 66552  
(785) 873-3431  
FAX (785) 873-3432  
E-mail: [ksrc@rainbowtel.net](mailto:ksrc@rainbowtel.net)  
Web Site: [www.kansasruralcenter.org](http://www.kansasruralcenter.org)

Thank you for the opportunity to speak. I am Dan Nagengast, Director of the Kansas Rural Center located in Whiting. I have farmed in Shawnee and Douglas Counties for the last 18 years, direct marketing vegetables, fruit and flowers. I grew up on a dryland wheat and cattle farm in the Nebraska panhandle.

The Kansas Rural Center undertakes local and regional food production activities in partnership with K-State, and the Kansas Departments of Agriculture, Commerce, Aging, Health and Environment, and Education.

You can access information about many of these activities at our web site:  
[www.kansasruralcenter.org](http://www.kansasruralcenter.org)

If you go there, I would draw your attention to our Calendar page which has a rotating listing of conferences and workshops around the region.

Our Projects page lists **Sustainable Food Systems Projects**, many of which are designed to help farmers transition to production for local and regional markets, and to develop local and regional markets.

These include:

- The Kansas Food Policy Council which makes recommendations to the governor about strengthening local food economies and food insecurity
- Grass-based grazing systems
- High Tunnel season extension of horticultural crops with K-State.
- The Growing Growers farming internship project with K-State.
- Helping Farmers develop value-added food enterprises through workshops and tours.
- Business training with farmers for specialty crop production and value-added enterprises.
- Working with state agencies to build programs that get at-risk individuals (seniors, WIC moms and children) shopping for more fresh fruits and vegetables at farmers markets.
  - Senior Farmers Market Nutrition Program
  - EBT machine pilots at Lawrence and Wichita markets
  - Pilot Projects for the WIC Farmers Market Nutrition Program
- Helping to organize Farmers markets and working with managers to upgrade.

- Working to get more fresh, local foods into institutional food systems like senior meals and school lunch programs.
  - Farm to Cafeteria training in conjunction with K-State and MU
  - Proposed Farm to Cafeteria pilots with the Departments of Agriculture, Aging and Education
- Working to develop regional and city-based Food Policy Councils which help to develop and support local food production and marketing opportunities.

### **Activities undertaken by the Local Foods Task Force with the Dept. of Ag.**

- Organized Five Direct Marketing Workshops held in Dodge, Great Bend, Salina, Topeka and Eldorado. Explained the rules and regs. to farmers.
- Proposed revision of the Food Inspection regulations to allow a “Domestic Kitchens” exemption to the regs.
- Changes to the Kansas Egg Law.
- On-going revision of the Dept. of Agriculture’s web site to more clearly communicate direct marketing regulations and laws
- Completion of fourth year and expansion of the Senior Farmers Market Nutrition Program.
- Proposed implementation of the WIC Farmers Market Nutrition Program.
- The KDHE organized farmers market near the capitol for state employees during the summer of 2006.
- Roll-out of the Bringing Freshness to Your Table promotional campaign by the Dept. of Commerce for Kansas grown foods.
- Working to optimize use of Federal Specialty Crop dollars, including the aforementioned possible Farm to Cafeteria Pilot projects this summer.

### **Further Information**

Certified Organic Acreage <http://www.ers.usda.gov/Data/Organic/>

- Kansas is #8 in organic acreage certified with 82,484 certified crop and rangeland acres on 69 farms.
- Nebraska has 95,474 certified acres on 131 farms
- Oklahoma has 14,636 acres and 26 certified farms and ranches
- Colorado has 111,021 acres and 109 certified farms and ranches
- Missouri has 25,990 acres and 97 farms and ranches
- Minnesota has 129,064 acres and 433 farms and ranches
- Iowa has 74,964 acres and 453 farms and ranches

Organic Price Premiums have remained high in the U.S.

<http://www.ers.usda.gov/Publications/vgs/may05/VGS30801/>



Links pertaining to the testimony of Dan Nagengast - Kansas Rural Center - at the House Agriculture Committee Farm Bill Hearing, Feb. 14, 2007, 3:30 p.m.

## **2006 USDA BUDGET OUTLAYS - FARM BILL**

Farm and Commodity Programs 26%  
Rural Development 3%  
Research, Inspection and Administration 4%  
Food and Assistance Programs 54%  
Conservation and Forestry 11%  
International Programs 2%

-From USDA Rural Development Power Point Presentation. Undersecretary Thomas Dorr, February 2007

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## **2006 ENERGY EFFICIENCY GRANTS FROM USDA**

**Renewable Energy and Energy Efficiency Grants (e.g. 9006 grants)**

<http://www.rurdev.usda.gov/rbs/farmbill/>

**9006 Grant Recipients listed by States for the Year 2006**

<http://www.rurdev.usda.gov/rd/newsroom/2005/9006GrantRecipients.pdf>

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## **2006 VALUE ADDED PRODUCER GRANTS FROM USDA**

**USDA Value Added Producer Grants (e.g. VAPG)**

<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

**2006 VAPG Grant Recipients by State**

<http://www.rurdev.usda.gov/rbs/coops/VAPG%202006%20Recipient%20List.pdf>

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## **FOOD STAMP PARTICIPATION RATES AND THE BUSINESS CASE**

**Food Stamp Participation Rates by State**

<http://www.fns.usda.gov/oane/MENU/Published/FSP/FILES/Participation/Reaching2004Summary.pdf>

**Business Case for Increased Food Stamp Enrollment**

<http://www.fns.usda.gov/fsp/outreach/business-case.htm>

**State by State Food Stamp Benefits with a 5% Increase**

[http://www.fns.usda.gov/fsp/outreach/pdfs/bc\\_table.pdf](http://www.fns.usda.gov/fsp/outreach/pdfs/bc_table.pdf)

**News Release concerning H&R Block/SRS collaboration to promote Food Stamp Applications**

<http://biz.yahoo.com/bw/070102/20070102005070.html?v=1>