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KENT COUNTY AGRI-BUSINESS
COMMUNITY WORK GROUP (ACWG)



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**“It was the best
of times, it was
the worst of
times.....”**



2014

ISSUES

DEMAND

FUTURE



Corn	Acres Harvested	Yield¹	Production²
1970	1,730,000	81	140,130,000
2014	2,190,000	167	365,730,000
Soybeans			
1970	515,000	26	13,390,000
2014	2,190,000	46	100,740,000
Wheat			
1970	495,000	39	19,305,000
2014	485,000	74	35,890,000
Totals			
1970	2,740,000		172,825,000
2014	4,865,000		502,360,000



2014

Prices

- » Corn \$2.92/bu¹
- » Soybeans \$8.87/bu¹
- » Wheat \$5.11/bu¹
- » Dry Beans \$32.00/cwt¹



ISSUES

- Farmland Values
- Land Rental Rates



ISSUES

Consolidation

- » Farms
- » Agri-Businesses



ISSUES

Local!

- Specialty Crops
- Farmers Markets
 - » Too Many Markets
 - » Not Enough Producers



ISSUES

Growth

- Potatoes
- Commodities
 - » Soybeans
 - » Wheat
 - » Dry Beans



DEMAND

WORLD POPULATION

1950 2.5 Billion

2011 7.0 Billion

2050 9.2 Billion

Source:
United Nations



DEMAND

2020

350 Million

More Middle Class
Households World Wide

49% of Developing
Nations Population

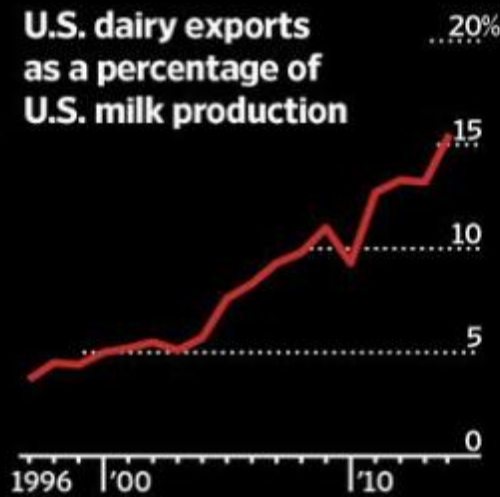




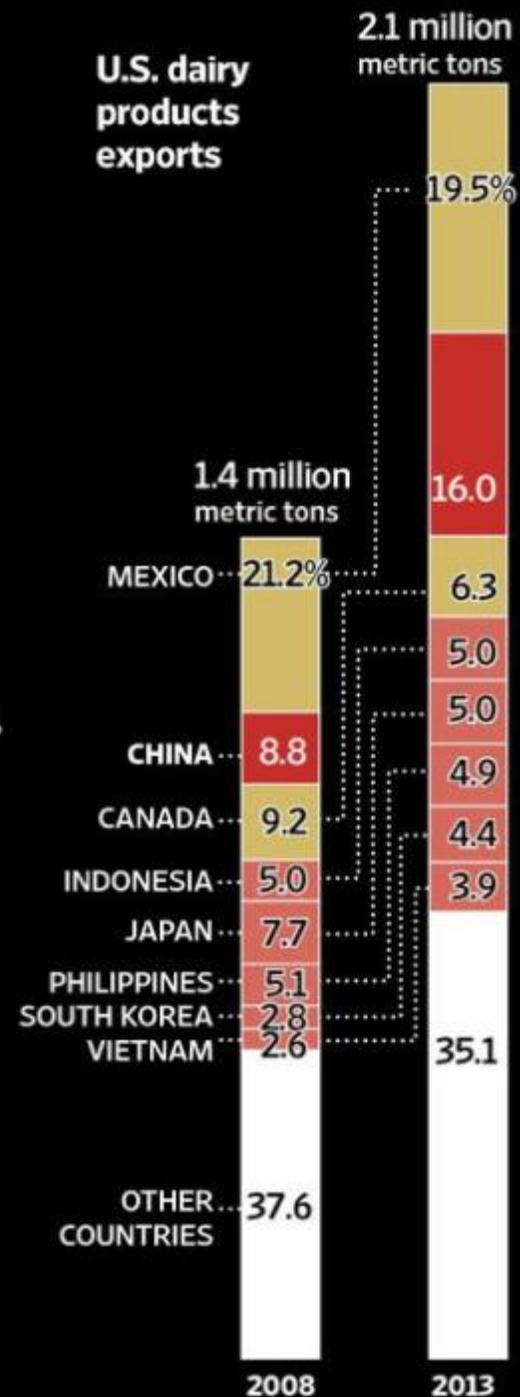
Class III milk futures price, per hundredweight



U.S. dairy exports as a percentage of U.S. milk production



U.S. dairy products exports



Sources: CQG (futures); U.S. Department of Agriculture (exports)
 Photo: Getty Images
 The Wall Street Journal

DEMAND

- GMO's
 - » Syngenta
 - » Soybean Variety
- Population
- Domestic Production



FUTURE

Production

- Genetics
- Climate Change
- Farming Further North



Corn	Acres	Yield¹	Production²
1970	1,730,000	81	140,130,000
2025	2,662,000	250	666,500,000
Soybeans			
1970	515,000	26	13,390,000
2025	2,282,500	65	148,362,500
Wheat			
1970	495,000	39	19,305,000
2025	555,500	110	61,105,000
Total Bushels			
1970	2,740,000		172,825,000
2025	5,500,000		874,967,500



FUTURE

¹ bushels/acre ² bushels

FUTURE

Technology

- GMO
 - » Labeling
 - » Acceptance
- Drones (UAV's)



FUTURE

Technology

- Crop Fertility
 - » JIT
 - » New Materials
 - » Site Specific



FUTURE

Infrastructure

- Grain Handling
- Fertilizer Storage



FUTURE

Infrastructure

- Transportation
 - » Roads
 - » Rail
 - » Water



FUTURE

Infrastructure

- Transportation
 - » Rail
 - Reliability
 - Cost
 - Investment



FUTURE

Infrastructure

- Transportation
 - » Water
 - Vessels
 - Barges
 - Ports



FUTURE

Climate and Environment

- Climate Change
- Water



CLIMATE AND ENVIRONMENT

Climate Change

- Growing Season
- Extreme Weather Events
- Frequency of Severe Events
- Production Patterns



FUTURE

Consumer Expectations

- GMO's and Organics
 - » Increasing Issues
 - » Not “Going Away”
 - » Talking to Ourselves



FUTURE

Consumer Expectations

- Safe
- Reliable
- No, or Minimize Impact
- Want to Know Where Their Food Comes From, and How it was Produced



FUTURE

Consumer Expectations

- Sustainability
 - » Reduce Greenhouse Gas Emissions
 - » Optimize Crop Nutrient Use
 - » Conservation



FUTURE

Government

- Expansion of Infrastructure
- Zoning
- Building Codes




FUTURE

Government

- Economic Development
- Greenfield Development
- Transportation






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SO?

- More Production
- More Intense
- Climate Change
- More Consumer Driven





“STRIVE TO BE WHERE THE
PUCK IS GOING TO BE,
NOT WHERE IT HAS BEEN!”

Wayne Gretzky 



THANK YOU



James Byrum
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