



Agribusiness

The agribusiness industry in Maryland spans the spectrum from microbreweries, aquaculture operations and family farms that dot the state to such industry leaders as H&S Bakery, Perdue Farms and McCormick & Company. Perdue, headquartered on Maryland’s Eastern Shore, is the third largest poultry company in the nation and leads a \$1 billion poultry industry in the state. The world’s leading spice maker, McCormick, is developing a state-of-the-art corporate campus near Baltimore. At the other end of the spectrum, the spirit of agribusiness entrepreneurship is evident in the more than doubling of craft breweries in Maryland from 25 in 2011 to 65 in 2016, and in the number of food incubators recently opened or under development. Maryland’s agriculture, forestry, fishing and hunting industries generate \$790 million in gross state product, with food, beverage and tobacco manufacturing contributing an additional \$2.9 billion in GSP.

Major Agribusiness Employers in Maryland

Employer	Employment	Product / Service
McCormick & Company	1,900	Food preparations
H & S Bakery	1,575	Commercial food products
Perdue Farms	1,500	Poultry processing
Coastal Sunbelt Produce	1,050	Food distribution
Amick Farms	1,050	Poultry processing
Nestle Dreyer’s Ice Cream	735	Frozen desserts
Taylor Farms	500	Food production
Sysco Eastern Maryland	450	Food distribution
Dot Foods	400	Food distribution
Cloverland Farms Dairy	375	Dairy products

Note: Numbers are rounded.
Source: Maryland Department of Commerce, June 2017.

Selected Rankings

- The Port of Baltimore ranks among the top U.S. ports for the handling of autos and light trucks, and farm and construction machinery. Overall Baltimore is ranked ninth for the total dollar value of cargo and 14th for cargo tonnage among all ports in the nation.
- While densely populated and ranking as the ninth smallest state in size, Maryland is among the top half of states in the value of sales for tobacco (16th), poultry and eggs (18th), nursery and greenhouse products (22nd); and cut Christmas trees (23rd).
- According to *U.S. News & World Report’s* Best Colleges survey, the University of Maryland College Park ranks 12th in the nation in undergraduate supply chain management/logistics.

Industry Snapshot – Agribusiness in Maryland

Farm Economy

- Total number of farms, all sizes (2012) – 12,256
 - Farms with hired workers – 3,536
- Total land in farms (2012) – 2,030,745 acres
 - Average farm size – 166 acres
- Total farm workers (2012) – 14,700
- Gross state product, agriculture, forestry, fishing and hunting (2015) – \$790 million
- Market value of agricultural products sold (2015) – \$2.2 billion

- Leading agricultural commodities by sales (2015 – in millions):
 - Poultry and poultry products – \$1,044
 - Meat and other livestock – \$225
 - Corn – \$217
 - Greenhouse, nursery and mushroom products – \$196
 - Dairy products – \$173
 - Soybeans – \$155
- Exports (2015) – \$392 million (includes bulk, intermediate and consumer-oriented agricultural products)

Non-Farm Agribusiness Economy

- Non-farm employment (2016) – 31,690 jobs
Subsectors:
 - Food manufacturing and processing – 14,300 jobs
 - Distribution of food products – 7,300 jobs
 - Crop production, aquaculture and fishing – 4,000 jobs
 - Agriculture inputs – 1,000 jobs
- Business establishments (2016) – 1,660
- Total wages (2016) – \$1.4 billion
- Average salary (2016) – \$44,470
- Gross state product, food, beverage and tobacco manufacturing (2015) – \$2.9 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Department of Agriculture, U.S. Bureau of Economic Analysis; U.S. Census Bureau.

Employment by Occupation

Maryland Non-farm Employment – May 2016

Selected Production and Distribution Occupations	Employment
Bakers	3,560
Butchers and meat cutters	1,550
Food batchmakers	1,660
Food cooking machine operators and tenders	590
Food processing workers, all others	1,440
Industrial truck and tractor operators	7,880
Inspectors, testers, sorters, samplers, weighers	4,440
Laborers and freight, stock and material movers, hand	40,360
Meat, poultry, and fish cutters and trimmers	600
Packaging and filling machine operators and tenders	4,580
Packers and packagers, hand	5,510
Slaughterers and meat packers	580

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

Assets & Resources

- **Maryland Agricultural & Resource-Based Industry Development Corporation (MARBIDCO)** – Provides financing and business planning guidance to farm, forestry and seafood operations to help them take advantage of emerging markets in food and fiber production and in rural tourism or ecosystem services.

- **Maryland Department of Agriculture (MDA)** – Works to identify and develop profitable local, national, and international marketing opportunities for Maryland farmers and agricultural producers.
- **University of Maryland Extension (UME)** – Offers scientific expertise, educational programs and marketing resources through its network of county extension offices.
- **Beltsville Agricultural Research Center (BARC)** – USDA's largest scientific installation is located in Beltsville and conducts research to develop solutions to a wide range of problems related to food and agriculture.
- **Animal and Plant Health Inspection Service (APHIS)** – Promotes U.S. agricultural health, regulates genetically engineered organisms, administers the Animal Welfare Act and carries out wildlife damage management activities.

New & Expanding Businesses

- **Baltimore Food Hub** (Baltimore City) – The first phase of a \$23.5 million project to include flexible manufacturing and office space for food businesses is expected to open in summer 2017.
- **Dot Foods** (Washington County) – The first and largest food industry redistributor in the nation is expanding its operations in Washington County and plans to add 100 new jobs by 2023.
- **Coastal Sunbelt** (Howard County) – Focused on the distribution of produce to foodservice companies, Coastal Sunbelt was founded in Maryland in 1992. The company is adding 500 new jobs, with 400 new jobs over the next two years.
- **Taylor Farms** (Howard County) – Grows various greens, and produces salad mixes and healthy snacks. It has had manufacturing operations in Howard County since 2004 and is adding 150 jobs as it expands its Annapolis Junction manufacturing plant.
- **Warwick Mushroom Farm** (Cecil County) – Opened a new 160,000-square-foot facility, which will triple the output of the operation.
- **Pinnacle Foods** (Washington County) – Leading producer, marketer and distributor of high-quality branded food products in the U.S. has announced plans to locate a manufacturing facility in Hagerstown with initial plans to create 85 to 125 full-time jobs by December 2018.

Programs & Incentives

- **Maryland Value Added Producer Grants** - MARBIDCO provides matching grants to recipients of USDA Value-Added Producer Grants (VAPG). Capital Assets Option Program (MVAPG-CAO) grant funding encourages Maryland's agricultural producers to expand or diversify their business operations by installing capital assets (equipment and fixtures) to make a product that is value added.
- **Maryland Resource-Based Industry Financing Fund Loan (MRBIFF)** – Makes available low-interest loans to qualified applicants for the purchase of land and capital equipment for Maryland farm, forestry and seafood businesses to innovate, diversify and exploit emerging market opportunities.
- **Maryland Vineyard Planting Loan Fund (MVPLF)** – Makes low-interest loans to rural landowners wanting to plant vineyards and develop wineries.
- **Maryland Wineries and Vineyards Tax Credit** – The Maryland Department of Commerce provides an income tax credit for qualified capital expenses related to a Maryland winery or vineyard.
- **Rural Business Equipment and Working Capital Fund Loan (RBEWC)** – Offers low-interest loans to established Ag/RB-industry firms and producers for working capital and equipment purchases.
- **Kathleen A. P. Mathias Agriculture Energy Efficiency Program** - The Maryland Energy Administration (MEA) offers grants on a competitive basis to farms/businesses in the agriculture sector to cover the cost of eligible energy efficiency and renewable energy upgrades.
- **Maryland Shellfish Aquaculture Loan Fund (MSAL)** - The Maryland Department of Natural Resources (DNR) and MARBIDCO provide affordable financing to watermen and other parties who want to start or expand commercial shellfish aquaculture operations in Maryland.

- **Maryland Urban Agriculture Commercial Lending Incentive Grant (MUACLIG)** – Provides an incentive for beginning urban farmers to seek commercial financing for a food/fiber growing operation located in an urban community.
- **Specialty Crop Block Grant Program** – The Maryland Department of Agriculture (MDA) administers USDA funds to enhance the competitiveness of Maryland specialty crops.
- **Organic Certification Program** – MDA is a USDA accredited certifying agent for producers and handlers located in Maryland. MDA also offers a registration program for exempt operations.

Contact for assistance:

Paul Spies
Program Manager, Agribusiness & Energy
(410) 829-2902 | paul.spies@maryland.gov