



Challenges and Opportunities for Delaware Small Farmers

Challenges

- Price Taking vs. Price Setting
- Return on Investment
- Return on Risk
- Smaller Vs. Larger
- Intense Competition for Resources (Land)
- Working Off-Farm to Pay the Bills



Challenges (continued)



- Labor
- Technology
- Equipment Costs
- Identifying Trends

Opportunities With a Growing and Changing Population



Delaware

- Large percentage of immigrants
- New types of vegetables and livestock crops to meet the needs

Information of ethnic groups

	Chinese	Asian Indians	Mexicans	Puerto Ricans
NY	424,774	251,724	260,889	1,050,293
NJ	100,355	169,180	102,929	366,788
PA	50,650	57,241	55,178	228,557
DE	4,128	5,280	12,986	14,005
MD	49,400	49,909	39,900	25,570
DC	3,734	2,845	5,098	2,328
Total	633,041	536,179	476,980	1,687,541

Opportunities Related to Tourism

- Hayrides
- Birthday Parties
- Scouts Camps
- Corn Mazes
- Wooded Trails
- Hunting



Opportunities With Increasing Development



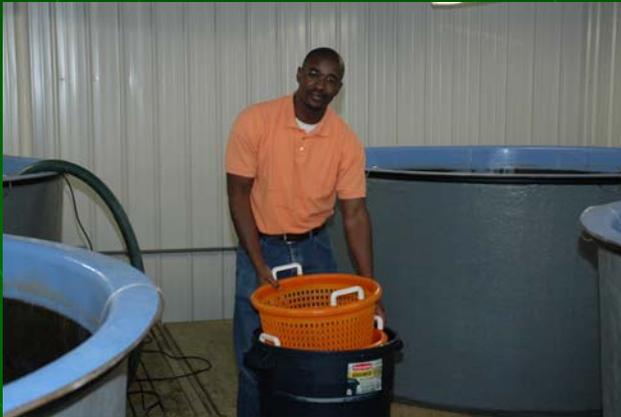
- Farmers Markets
- Community Supported Agriculture
- On-farm Sales
- Tourism

Selling Health

- Organic
- All Natural
- Locally grown



Voids in the Marketplace



- Local Aquaculture
- Early & Late Season Produce
- Ethnic Vegetables
- Northeast Demand for Meat Goats

Niches

- “Value Added”
- Quality Niche
- Service Niche
- Vegetables
- Livestock



DSU Small Farms Program

- Resources for Delaware's underserved Farmers
- Specialists covering:
 - Aquaculture
 - Ethnic crops
 - Limited resource / Beginning farmers program
 - NRCS programs for small scale land owners
 - Poultry
 - Profiting from a few acres program
 - Small ruminants

Any Questions?

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