

**New Mexico Agriculture: Growers,
Consumers and the New Mexico Food,
Farm, and Hunger Initiative**

New Mexico Agriculture—Industry at a Glance

\$3.2 Billion

New Mexico crop and livestock product sales in 2021 totaled \$3.17 billion.

Total cash receipts from livestock products were \$2.41 billion.

Value of ag production and processing represented 2.1% of total state GDP.

24,700 Farms

There are 24,700 farms, a 1% decrease from the 2017 census.

95% of all New Mexico farms and ranches are family owned.

Land

Land in farms, 40 million acres.

Top crops in acres (Harvested) are:

- Hay (No. 1 at 225K)
- Corn, Sileage (No. 2 at 80k acres)
- Wheat, grain (No. 3 at 75k)
- Pecans (No. 4 at 46K) and, Corn, grain (No. 5 at 39K)

Cattle Country

Cattle and calves totaled 1.3 million head as of January 1, 2023; down 6% from 2021.

Beef cow inventory was 2.2% lower than the previous year at 453,000 head.

Gross income from cattle and calves totaled \$1.07 billion in 2021, up from the previous year.

Ranking in U.S.

New Mexico's top ag production rankings in the U.S.:

- Chile (No. 1)
- Pecans (No. 2)
- Cheese (No. 4)
- Onions (No. 5)
- Milk (No. 9)

Agriculture is rated the second-most favorable industry in the state, according to a survey by The Garrity Group

Source: NM Agricultural Statistics and the National Agricultural Statistics Service.

New Mexico Economic Impact



Output \$40.2 Billion



257,697 jobs



\$11.5 billion



\$4.1 billion



\$495 million

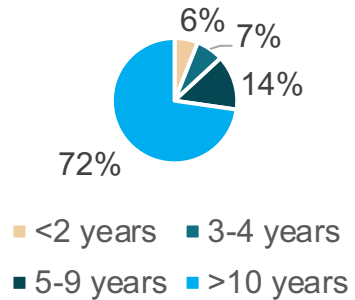
Jobs/Wage/Tax Data Source: feedingtheeconomy.com; Exports Data Source: 2021 NM Ag Statistics

Opportunities for Investment: Challenges

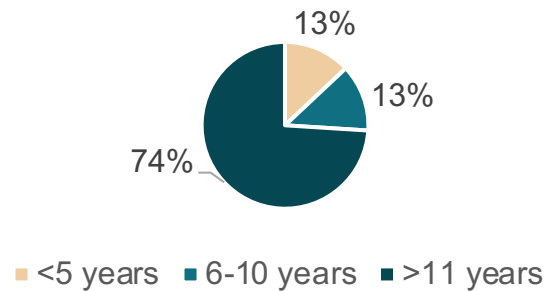
Aging farm population

- Average age of NM agriculturist: 59.8
- Average years on the farm 23.6
- Farming population:
 - Over 70% have spent 10+ years on the farm
 - Only 6% have 2 years or fewer on the farm

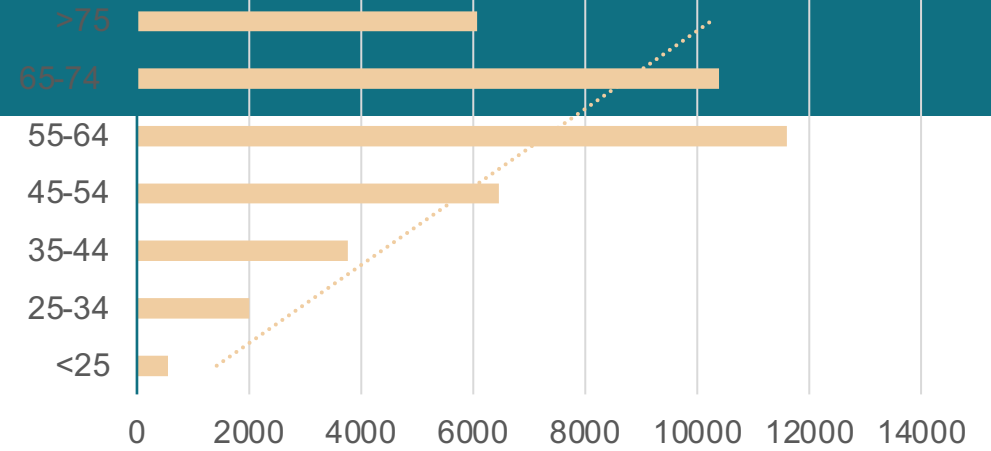
Years on Present Farm



Years Operating Any Farm



Age Groups



Age Groups	<25	25-34	35-44	45-54	55-64	65-74	>75
Age Groups	550	2008	3762	6459	11605	10396	6070

Age Groups

Opportunities for Investment: Challenges

Market access

60% of NM farms have internet access (2017)

Only 6% of NM farmers sell direct to consumers

Trade- Access to 88 other countries, need to effectively communicate on a global scale.



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Thank you!

Jeff Witte

Secretary

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Water and Natural Resources Committee

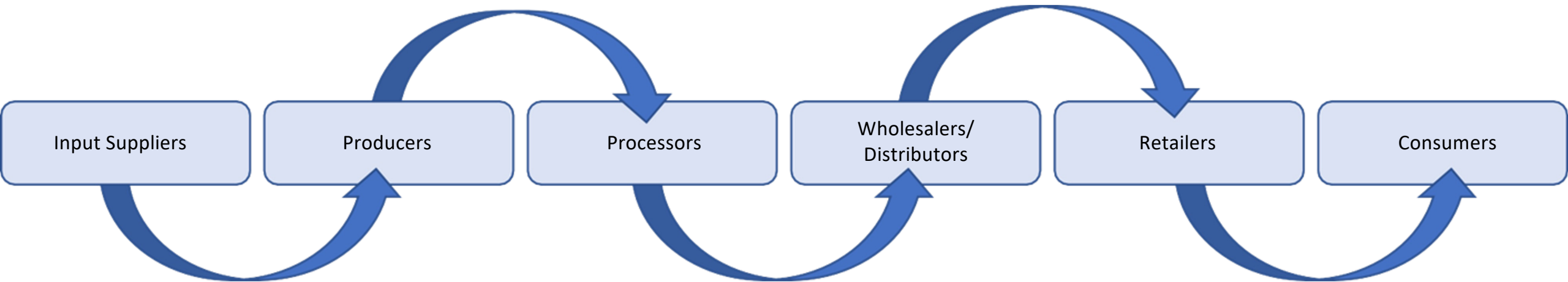
Las Cruces, New Mexico

October 3, 2023



GOVERNOR MICHELLE LUJAN GRISHAM
FOOD INITIATIVE
CULTIVATING A NEW FOOD SYSTEM

New Mexico's Food and Agriculture Supply Chain



Food Initiative Framework



Community priority highlights:

- Localize all nutrition security programs (SNAP, WIC food banks, school meals, senior meals)
- Address issues of financial risk in food production and food business entrepreneurial efforts (investment in startups and incubators, develop or expand loan and grant programs, conservation and climate resilience incentives, tax incentives)
- Improve food and agriculture supply chain infrastructure (warehouse/distribution and cold storage capacity, grocery stores and food retailers)



Source: Food Initiative Community Assessment Findings, December 2021.



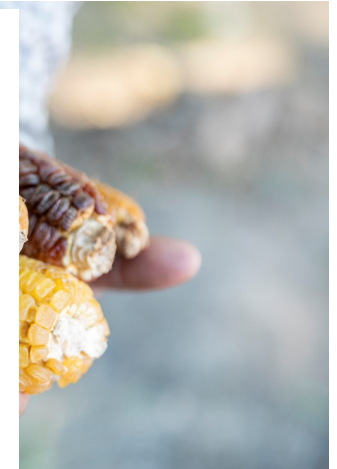
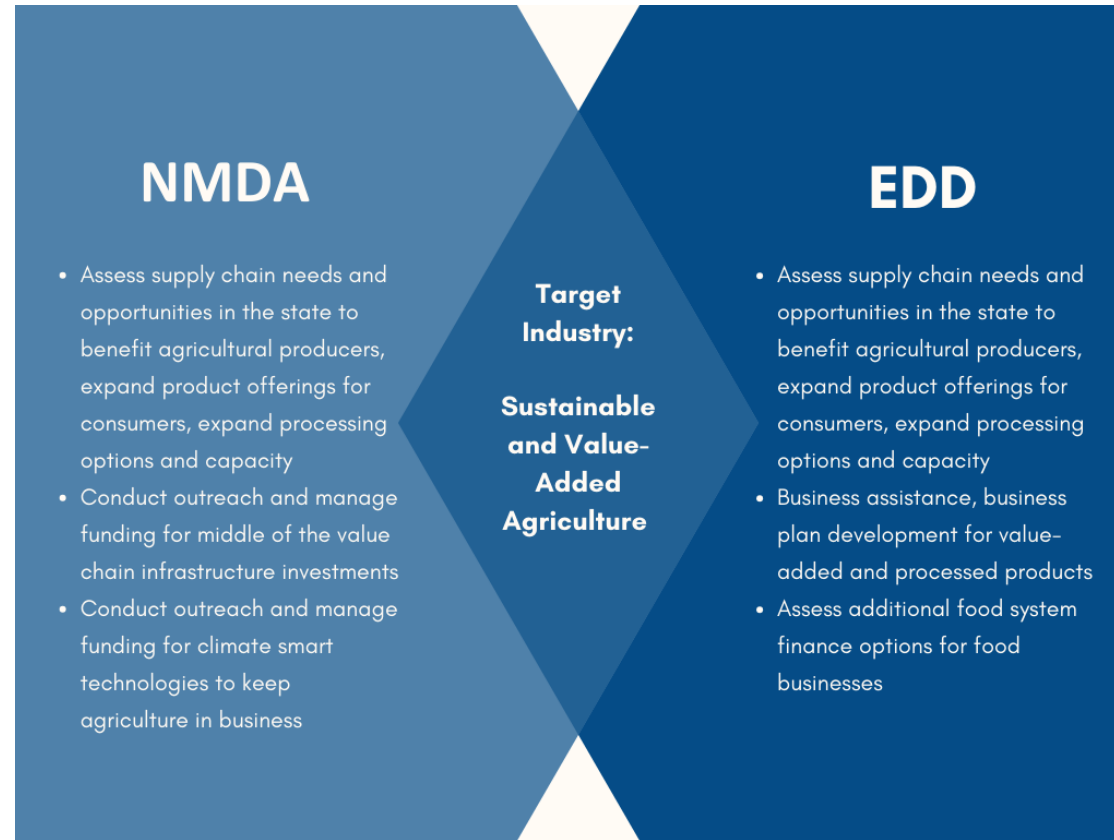
What We're Hearing from the Field

Infrastructure in

1. Processing
2. Moderniz
3. Develop, c
greenhou:
use, impro
support U
goals.

Market channel

1. Retailers
2. Intermedi
3. Institution




Investing for tomorrow, delivering today

Source: Resilient Food Systems Infrastructure (RFSI) Program State-Level Priorities, September 2023.

Investing for tomorrow, delivering today

Priorities At a Glance



SNAP IMPROVEMENT & EXPANSION

- Increase SNAP eligibility to 200% FPL
- Supplementary SNAP minimum threshold increase to \$150 for seniors and disabled individuals
- SNAP outreach plan in partnership with food banks/CBOs
- Expand college student SNAP exemptions
- SNAP Meal Access Program (local restaurants/food trucks)
- Summer EBT implementation


HSD



SENIOR HUNGER NO MAS

- Senior Farmers Market Nutrition Program benefit increase and program access improvements
- Grocery, commodity (CSFP), CSA food box, & prepared meals (SNAP MAP) delivery and mobile services pilot
- Increase and sustain farm to senior center purchasing practices
- Grandparents raising grandchildren supplemental SNAP benefits

ALTSD, DOH, ECECD, HSD



KIDS KITCHENS

- Increase and sustain farm to school purchasing practices
- Food waste and single-use plastics/Styrofoam reduction in schools
- Healthy school meals/scratch cooking standards
- School cafeteria environment - seat time, recess before lunch, & healthy lunchroom design
- School kitchen improvements
- Early childhood meal quality and food environment improvements

ECECD, NMED, PED



FOOD AND AG ENTREPRENEURS

- State Meat Inspection Program
- Resilient Food Systems Infrastructure Program
- Value-Added Incentive Program (micro-grants)
- Healthy Food Financing - Grocery stores, food retail outlets & healthy corner stores loan/grant program
- Agricultural sustainability and water conservation business/technology development

EDD, NMDA



FOOD BASKETS DISTRIBUTED BY PROGRAM

The number of food baskets distributed increased by over 15% in 2023. This is the largest number of food baskets that CdP has ever distributed!



28,372

FOOD SECURITY

388

CHILDREN'S RELIEF PROGRAM

8,536

RURAL PROGRAMS

2,861

STUDENT PANTRIES

2,603

SENIOR PANTRIES

5,168

THANKSGIVING BASKETS

5,705

POP-UP MARKETS



TOTAL 53,632

UNSIMPLICATED CLIENTS SERVED BY PROGRAM

The total number of clients served increased by 22% in 2023. One in every six residents of Doña Ana County came to CdP for food. This is more people than we served even at the height of the pandemic.



21,768

FOOD SECURITY PROGRAM



1,604

CHILDREN'S RELIEF PROGRAM



6,084

RURAL PROGRAMS



1,159

STUDENT PANTRIES



1,714

SENIOR PANTRIES



1,429

UTILITIES



2,472

SNACK BARS



5,705

POP-UP MARKETS



TOTAL 39,463

POUNDS OF FOOD DONATED



183,217

POUNDS OF FOOD

POUNDS OF FOOD RESCUED



884,907

POUNDS OF FOOD PURCHASED



3,037,891

TOTAL

POUNDS OF FOOD DISTRIBUTED

4,155,275



3,462,729
NUMBER OF MEALS DISTRIBUTED
 (1.2 pounds = one meal per USDA)

\$7,147,073
VALUE OF DISTRIBUTED FOOD
 (One pound = \$1.72 per USDA)



\$896,554
TOTAL COST OF FOOD

\$0.22
COST OF FOOD PER POUND

Migrants served through a collaboration with the Border Service Corps

14,041

Volunteer Hours

Volunteer hours skyrocketed from 2022, as we continued to improve recruiting, training, tracking and recognition. Last year, 16,007 hours were contributed by volunteers, the equivalent of 7.7 Full Time Equivalent employees.

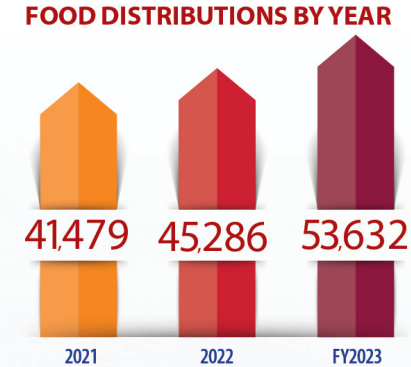
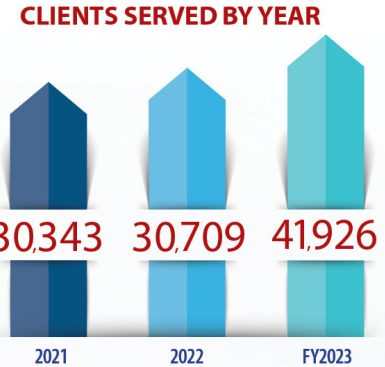

WAREHOUSE AND PANTRIES
21,010


BOARDS AND COMMITTEES
1,460

TOTAL
22,470

EQUIVALENT IN FULL-TIME EMPLOYEES:
10.8

VALUE OF VOLUNTEER HOURS AT
\$26.95 =
\$605,066*
*Based on data from the School of Public Policy at the University of Maryland



and Agency Support Program

Some clients are unable to come to a pantry, no matter how accessible it may be. This year, we started a new home-delivery food program. Due to the cost and time required this is a limited venture, but it brings a desperately needed service to the community. We delivered many food baskets and boxes to people who were disabled, homebound, on dialysis, single mothers with young children and no family/transportation, or injured or ill.

We also formalized a new program of **agency support**. This allows partner agencies like first responders and social workers who serve low-income clients in residential settings to pick up baskets for their clients.

Agency Support Program


HOME DELIVERED FOOD BASKETS
104
SINCE OCTOBER 2022

30+
AGENCIES PARTICIPATING
960
BOXES PREPARED SINCE JUNE 2022

INCOME BY SOURCE

FINANCIALS (UNAUDITED) TOTAL REVENUE

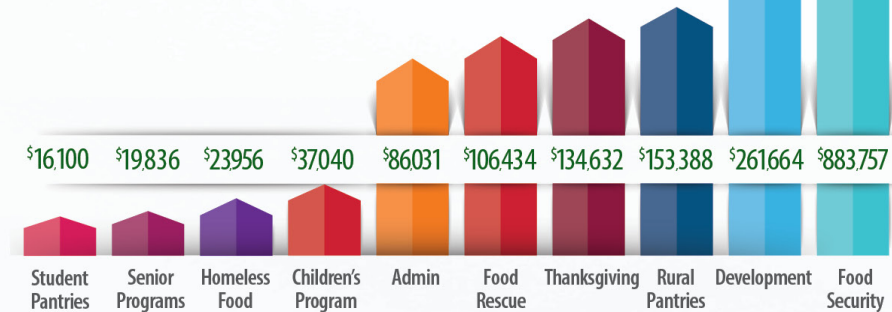
\$1,606,927



SPENDING BY PROGRAM

TOTAL EXPENDITURES

\$1,722,766



NEW FACILITY



Thank you!

Lorenzo Alba

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Executive Director

Casa de Peregrinos Food Pantry

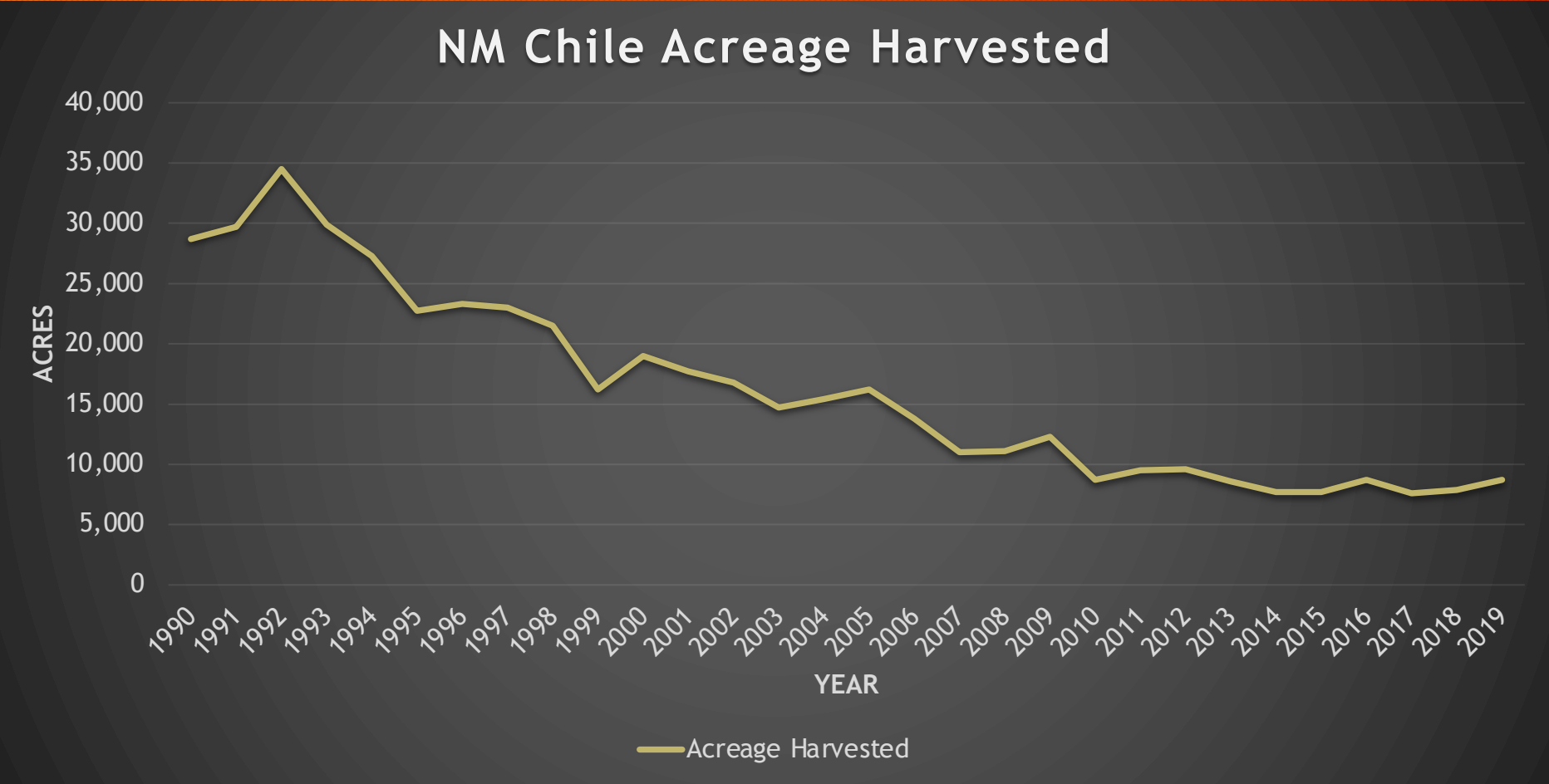


New Mexico Chile Association

Travis Day, Executive Director



Historic Chile Numbers



Chile Numbers 2022

- 53,000 Tons equating to a 4.5% increase from 2021
- Green: 49,125 ton, Red: 4,175 ton
- Green: 13.8 ton per acre, Red: .9 ton per acre
- 8,400 acres: down 300 acres from 2021
- Total Crop value: \$46.2 Million
 - Processing: \$41.8 million
 - Fresh: \$ 4.4 million



Industry Issues/Concerns

- Labor
 - Decrease in labor during COVID
 - Chile Labor Incentive Program (short term)
 - H2A Program (Expensive for smaller producers)
- Water Shortage
- Increased cost of business
 - Crop inputs
 - Healthy Workplace Act Implementation
- Misbranding
 - McCormick Class Action Suit



Addressing Issues/Concerns

Labor

- NMCA-NMSU Partnership for research
 - Legislative appropriation of ~\$400K/year
- Development of NuMex Odyssey
 - Mechanized Harvest

Water Shortages

- Irrigation infrastructure installment

Increased Cost of Business

- Regenerative Agriculture

Misbranding

- New Mexico Certified Chile Program
- NMDA field verification partnership



Thank you!

Travis Day

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**VIVA
VINO**

NEW MEXICO WINE

KEY TAKEAWAYS

- 2023 Festival Recap and Harvest Report
- Economic Impact of New Mexico Wine
- Vine Fund results and next steps
- Viva Vino wine bar and website launch
- Higher Ed partners and programs
- 5 year plan leading to 400th Anniversary

**Economic Impact of Wine Industry
2022 Data
New Mexico**



Direct Economic Impact			
	Jobs	Wages	Output
Winery ¹	669	\$28,567,100	\$211,522,400
Vineyard ²	15	\$415,200	\$782,700
Wholesale	209	\$11,483,100	\$50,418,400
Retail	3,370	\$105,894,300	\$243,446,000
Associations	6	\$445,400	\$1,322,500
Research and Education	4	\$362,800	\$807,100
Tourism	333	\$8,088,000	\$22,294,800
Total	4,606	\$155,255,900	\$530,593,900

	Federal	State and Local	Total
Business Taxes	\$49,198,000	\$31,612,300	\$80,810,300
Consumption Taxes	\$3,913,200	\$31,592,700	\$35,505,900
Total Taxes	\$53,111,200	\$63,205,000	\$116,316,200

**VIVA
XINO**

NEW MEXICO VINE FUND

- \$1MM appropriation in 2022
- \$5 reimbursement per vine, max \$50K
- 2022 – 9 Applications = 55,000 vines
- 2023 – 14 applications = 68,000 vines
- 2022-2023 investment = \$536,000
- 2024 remaining funds = \$394,000

VINE FUND ROI

- 1 acre vineyard = 1,000 vines = \$5,000
- 100 acres = 100,000 vines = \$500,000
- 100 acres = 25,000 cases = 300K bottles
- 25,000 cases = \$23,000 Excise Tax
- 300,000 bottles = \$440,000 GRT
- New Mexico will add between 250 - 280 new vineyard acres from 2022 – 2024



*NEW MEXICO VINEYARDS & NURSERY
DEMING, NM*

*VIVAC WINERY
DIXON, NM*





NOISY WATER WINERY RINCON, NM

LESCOMBES FAMILY WINERY LORDSBURG, NM



**VIVA
VINO**

VIVA VINO WINE BAR

- \$250,000 USDA VAPG grant in 2022
- Identifying suitable Albuquerque location
- Sales channel for member wineries
- “Wine Welcome Center” for tourism
- Awarded \$40k Visit ABQ accelerator grant
- Grand opening + Web launch Spring 2024



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**VIVA
VINO**