

Issues of Data Collection for Agricultural Businesses



*Presented to An International
Expert Working Group
June 26, 2011
Niagara-on-the-Lake
Ontario, Canada
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CY Farms, LLC

grow with us... and harvest the benefits



2010
Business of
the Year

Presentation Outline



- ⌘ Overview of our businesses
- ⌘ Issues of Data Collection
- ⌘ Implications of changes in the industry on data collection
- ⌘ Questions/Discussion

What is CY Farms?



- ⌘ Collection of economic activity
- ⌘ 4 Related Businesses
- ⌘ CY Properties – Real estate holding company
- ⌘ CY Farms – 5600 acre vegetable & grain farm
- ⌘ CY Heifer Farm – 4000 head dairy replacements
- ⌘ Batavia Turf – Commercial sod production
- ⌘ Central payroll/HR – 40-60 employees
- ⌘ 50% Hispanic

What is CY Farms?



- ⌘ 4 Owners -2 are retired, 2 managing partners
- ⌘ 4 Entities - Common ownership
- ⌘ CY Properties,LLC
 - ☑ Real Estate – 3300 acres owned
 - ☑ Farmland – 2800 acres cash rented
- ⌘ CY Farms, LLC
 - ☑ Row crops, forages and vegetables -5600 acres
 - ☑ Contract vegetable harvesting
 - ☑ Nutrient management
- ⌘ Batavia Turf,LLC
 - ☑ Commercial sod production – 400 acres
- ⌘ CY Heifer Farm,LLC
 - ☑ Custom raising dairy replacements – 4000 head

What is CY Farms?



⌘ Contract Services

☒ CY Farms

- ☒ Nutrient management for CYHF & Provitello Veal
- ☒ Contract vegetable harvesting

☒ Batavia Turf

- ☒ Green roof production for Vegetal I.D.
- ☒ Contract turf installation

☒ CY Heifer Farm

- ☒ Research contracts
- ☒ Trucking and labor contract with Provitello Veal

☒ CY Properties

- ☒ Batavia Sports Park – RE rental of sports fields

CY Properties



- ⌘ Owns all real estate, leased to CYF, CYHF & BT.
- ⌘ Leases sports fields to municipality
- ⌘ Leases hunting rights to hunters
- ⌘ Capital improvements, drainage & buildings

CY Farms Processing Vegetables



- ⌘ Snap beans
- ⌘ Green peas
- ⌘ Contract production
- ⌘ Cooperative production
- ⌘ Contract pea harvesting in joint venture

CY Farms Produce



- ⌘ Onions
- ⌘ Cabbage
- ⌘ Storage & packing onions
- ⌘ Storage & packing cabbage
- ⌘ Contract cabbage - qualified supplier











Batavia Turf



Bluegrass for residential, commercial use

Bluegrass blends for athletic fields

Distributor of infield mix and clay

Supplier of seed, fertilizer materials

Sell & market for contract producers

Contract services for Vegetal I.D.

CY Heifer Farm

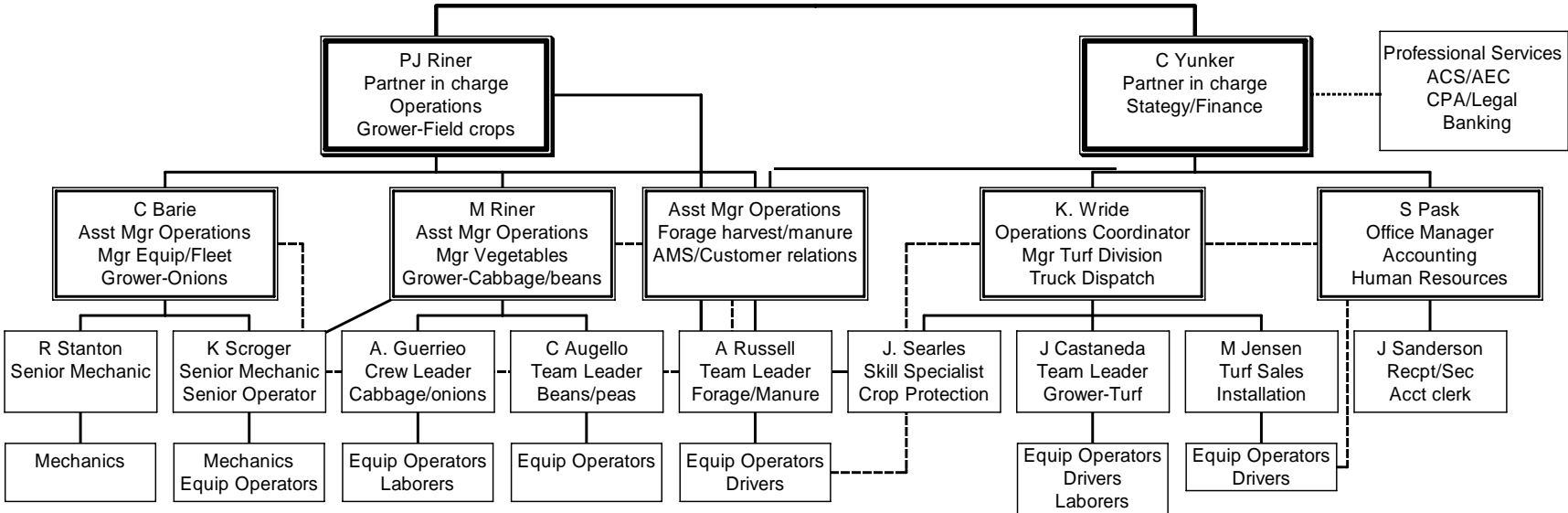


- ⌘ Contract heifer raising
- ⌘ 4000 head from wet calves to springers
- ⌘ Currently 7 dairy customers
- ⌘ Co-located with large veal operation
- ⌘ Buys forage from CY Farms
- ⌘ Contracts with CYF for nutrient mangt.
- ⌘ Does contract research



CY Farms Organization

CY Farms, LLC






Changes in Vegetable Marketing



- ⌘ Mechanization
- ⌘ Increasing economies of scale
- ⌘ Concentration of production
- ⌘ Concentration of markets
- ⌘ Technological developments
- ⌘ Grower/Packer/Shipper
- ⌘ Self Distributing Grocery Retailer
- ⌘ Sophisticated supply chain management

Integration of the Food Chain



⌘ Forces driving integration

- ☑ Efficiency
- ☑ Market signal flow
- ☑ Food safety – trace back
- ☑ Responding to consumer demands

⌘ Forms of integration

- ☑ Qualified suppliers
- ☑ Contract production
- ☑ Virtual integration
- ☑ Vertical integration

Agriculture of the Future



⌘ Increasingly bi-polar

☑ Small, local farms

- ☑ Niche markets – very responsive to specific market

- ☑ Life-style farms – off farm income

☑ Large commercial, industrialized farms

- ☑ Very specialized, low cost commodity producers

- ☑ Integrated producers

Impact of Change



- ⌘ Changes in crop enterprises
- ⌘ Lower value to higher value crops
- ⌘ Drop crops w/out comparative advantage
- ⌘ Increased contract production
- ⌘ Less independence
- ⌘ Coordinated production
- ⌘ Integrated systems

Problems in data collection



Ownership

- Minority interests

- Complex profit sharing arrangements

Land use

- Multiple crops

- Field swapping

Decision making

- Layers of management

- Contract production

- Cooperative agreements

Implications for data collection



Information is needed for policy decisions

Information has value

Information collection costs money

Should contracts for data collection be developed?

Thank you



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