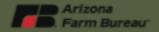


# Arizona's Economic Foundation: The 5 C's

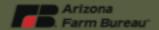




# Agriculture is omnipresent

- \$23 billion industry statewide and represents a large portion of economic activities in rural areas of the state
- Fortunate to have a network of rivers and streams including the Colorado, Verde, Salt, Gila, San Pedro, Santa Cruz and Little Colorado Rivers, in addition to significant investment in water delivery infrastructure (i.e. Central Arizona Project)
- For over 4,000 years people who have inhabited these lands have been growing crops to sustain their families
- Arizona Agriculture:
  - Total Farms: 19,086 with 26,125,819 acres
  - Total Cropland: 7,274 farms with 1,286,648 acres
  - Harvested cropland: 4,581 farms with 915,647 acres
  - Total Sales: \$3,852,008,100





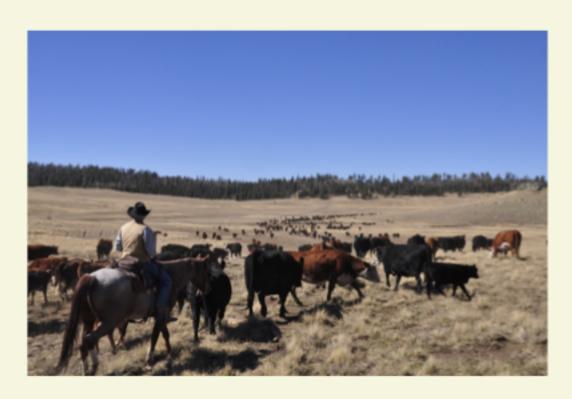
## Cattle

### Cattle and calves inventory:

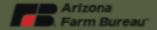
- 7,057 farms with 1,015,237 head
  - Beef Cows: 5,560 farms with 199,325 cows
  - Milk Cows: 186 farms with 211,937 cows

### Value of Sales:

- Cattle and Calves: \$641,182,000 from 3,812 farms
- Milk from Cows: \$856,376,000 from 86 farms







# Cotton

Total Farms: 284 with 182,175 acres

 Upland Cotton: 266 farms on 167,921 acres

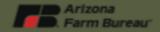
 Pima Cotton: 43 farms on 14,254 acres

Total Bales: 511,705

Total Sales: \$184,002,000







### Citrus

- Arrived in Arizona in the 18th century, courtesy of Spanish settlers
- 1920s and 1930s citrus became a leading cash crop
- Arizona's sun and soil are perfect for growing citrus
  - Lemon (Lisbon) 2<sup>nd</sup> in nation
  - Tangerines & tangelos 3<sup>rd</sup> in nation
  - Oranges (Valencia, navel, sweet)
  - Grapefruit
- One of only four states in the U.S. that produces citrus for commercial markets
- Total Farms:

2017: 317

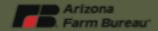
2012: 528

Total Acres:

2017:10,031

2012: 17,830





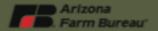
# Climate

- Arizona's climate provides for year-round growing conditions throughout most of the State
- Over 300 days of sunshine a year
- Arizona's climate is arid and semi-arid, with average annual precipitation ranging from 3 inches in the southwest at Yuma to around 40 inches in the White Mountains
- Wide range of hardiness zones (5a, 5b, 6a, 6b, 7a, 7b, 8a, 8b, 9a, 9b, 10a)







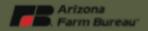


# Building on the Success of Cotton & Citrus



- Tree nuts and dates
  - Over 343 farms with 35,260+ acres
  - Dominated by pecans
  - Pistachios is a growing sector
- Viticulture
  - Verde Valley River and Sonoita/Elgin Region
- Nursery Industry is significant
  - Regional provider
  - Thousands of varieties of plants





# Building on the Success of Cotton & Citrus

- Arizona ranks 5th in the nation for fresh market vegetables
  - Yuma is #3 county (behind Monterrey, CA & Fresno, CA)
- Total Farms in AZ: 1,280 farms with 145,000 acres
  - Yuma: 64 farms with 107,908 acre
- Total Sales: \$1,009,125,000
- Specialty crops: Leafy greens, cabbage, melons, apples, potatoes and tomatoes
  - 72,411 acres for lettuce

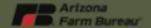
Commodity	Cartons	Commodity	Cartons
1. Iceberg Lettuce	20,950,739	6. Broccoli	6,418,031
2. Romaine Lettuce	18,746,765	7. Spring Mix	4,969,803
3. Cantaloupe	7,457,185	8. Cauliflower	4,513,252
4. Leaf Lettuce	6,691,018	9. Cabbage	3,474,608
5. Spinach	6,489,502	10. Watermelon	3,433,622

<sup>\*</sup>Arizona Department of Agriculture Annual Report, 2019-2020









# GROW

### Workforce & Education

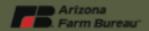
- Workforce needs are not being met
- Seasonal worker demands and requirements
- Changing climate results in strain on available of workforce
- As a result, agriculture is moving towards more technology
- Increased demand for advanced training
- Investment in ag-oriented startups
- Increased investment in equipment, maintenance, training







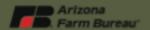




# GROW

### Water Resources for Continued Growth

- 20-year drought
- Over-allocated Colorado River system
- Changing water demands across state
- Warmer temperatures increase the irrigation water requirements of crops
- Efficiency AND production has increased
- Availability of new technology



# **Economic Volatility**

- Price-taking nature of commodity markets
- Supply chain disruptions and corresponding adjustments
- \$3.6 billion in unaccounted-for losses due to natural disasters in 2020 (\$202.8 million in Arizona)\*
- Trade agreements and international relationships



# Ag Communities are Communities of Interest

- In rural communities, agriculture and its supporting industries are the engine of the economy
- Agriculture is also part of the history, culture, and identity of the communities that it supports
- Avoid splitting the communities in these areas along arbitrary lines
- These agricultural communities represent areas of common economic and social bonds and should be designated in the same legislative districts
- · Need for unified, proportional representation
  - Yuma growing region
  - Gila Valley growing region
  - Cochise County growing region
  - Pinal County growing region
  - Colorado River growing region



