



## 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, recently moved to 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 94 in 2018, and in the number of food incubators recently opened or under development. Maryland’s agriculture, forestry, fishing and hunting industries generate \$993 million in gross state product, with food, beverage and tobacco manufacturing contributing an additional \$2.86 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 11th 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 (14th), poultry and eggs (16th), cut Christmas trees (20th), and nursery and greenhouse products (21st).
- According to *U.S. News & World Report’s* Best Colleges survey, the University of Maryland College Park ranks 13th in the nation in undergraduate supply chain management/logistics.

### Industry Snapshot – Agribusiness in Maryland

#### Farm Economy

- Total number of farms, all sizes (2017) – 12,429
  - Farms with hired workers – 3,410
- Total land in farms (2017) – 1,990,122 acres
  - Average farm size – 160 acres
- Total farm workers (2017) – 15,143
- Gross state product, agriculture, forestry, fishing and hunting (2017) – \$993 million
- Market value of agricultural products sold (2017) – \$2.5 billion

- Leading agricultural commodities by sales (2017 – in millions):
  - Poultry and poultry products – \$1,181
  - Greenhouse, nursery and mushroom products – \$230
  - Corn – \$281
  - Meat and other livestock – \$169
  - Soybeans – \$237
  - Dairy products – \$174
- Exports (2018) – \$456 million (includes bulk, intermediate and consumer-oriented agricultural products)

### Non-Farm Agribusiness Economy

- Non-farm employment (2018) – 33,550 jobs  
Subsectors:
  - Food manufacturing and processing – 16,000 jobs
  - Distribution of food products – 7,680 jobs
  - Crop production, aquaculture and fishing – 4,150 jobs
  - Breweries, wineries and distilleries – 1,280 jobs
- Business establishments (2018) – 1,800
- Total wages (2018) – \$1.57 billion
- Average salary (2018) – \$46,740
- Gross state product, food, beverage and tobacco manufacturing (2017) – \$2.86 billion

Sources: Maryland Department of Labor; U.S. Department of Agriculture; U.S. Bureau of Economic Analysis; U.S. Census Bureau Trade Data, U.S. State Export Data

## Employment by Occupation

### Maryland Non-farm Employment – May 2018

Selected Production and Distribution Occupations	Employment
Bakers	3,880
Butchers and meat cutters	1,300
Food batchmakers	2,220
Food cooking machine operators and tenders	1,300
Food processing workers, all others	1,160
Food scientists and technologists	550
Industrial truck and tractor operators	6,280
Inspectors, testers, sorters, samplers, weighers	3,780
Laborers and freight, stock and material movers, hand	44,260
Meat, poultry, and fish cutters and trimmers	750
Packaging and filling machine operators and tenders	3,940
Packers and packagers, hand	5,140

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

- **Pinnacle/Conagra Brands** (Washington County) – Pinnacle has begun a \$16.1 million project at their plant in Hagerstown to expand the Gardein frozen food product line.
- **Pooles Island Brewing** (Baltimore County) – 10,000-square-foot craft brewer plans to open in Middle River.
- **Gotham Greens** (Baltimore County) – New York-based urban farming operation is opening a 100,000-square-foot hydroponic greenhouse at Tradepoint Atlantic, creating 60 full-time jobs.
- **Nat-Phen International** (Wicomico County) – Canadian manufacturer of natural food additives for livestock feed is opening a facility in Salisbury, investing \$10 million and creating up to 25 jobs.
- **Vitreon America** (Baltimore City) – This botanical research company is relocating its headquarters from Northern Virginia to Baltimore City and anticipates creating 200 jobs over the next five years and establishing a laboratory, research center and grow zone in 200,000 square feet of space.
- **Perdue Agribusiness** (Baltimore County) – Company announced a \$30 million investment to open an organic grain receiving and storage facility to meet the rising demand for organic feed ingredients, supporting more than 25 new jobs.
- **Robin Hill Farm and Vineyards** – (Prince George’s County) – Handcrafted farm winery and tasting room opened in Brandywine.
- **Freshly** (Howard County) – Health-conscious food delivery service headquartered in New York City opened a 171,000-square-foot meal distribution center in Savage with plans for 500 new jobs.

## 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.

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