

Fresh Snap Bean Marketing Fact Sheet

<http://www.uky.edu/Ag/HortBiz/>



Market Notes

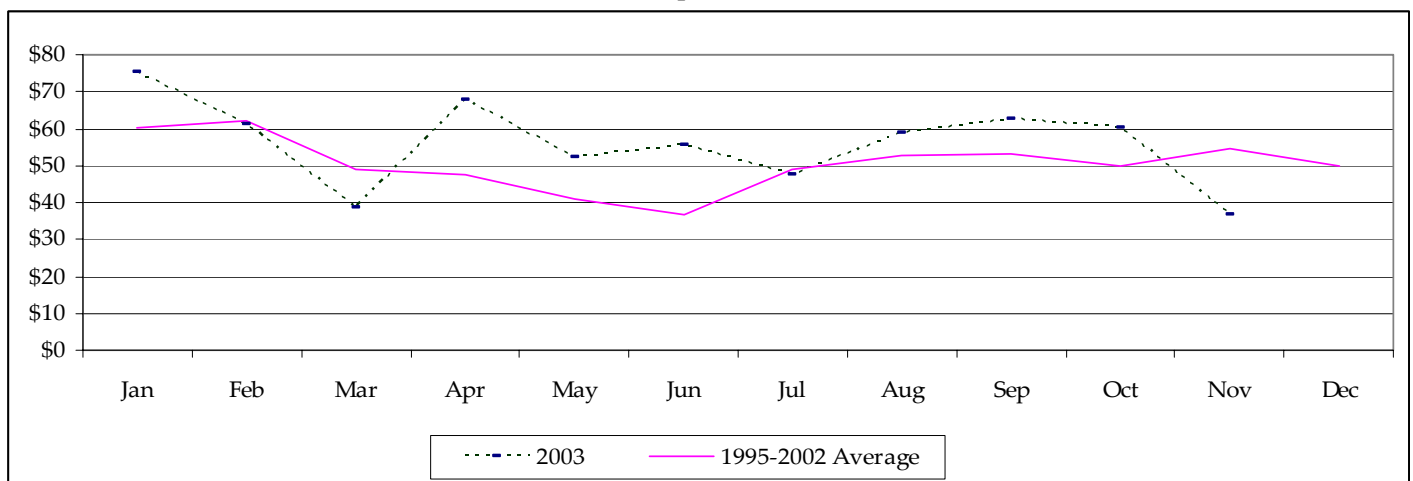
- Per capita use of fresh snap beans held steady at 2.1 pounds in 2003
- According to the USDA's Economic Research Service, fresh market production accounts for about 25 percent of the 2.1 billion pounds of snap beans produced, but makes up 2/3 of all farm cash receipts for snap beans
- Farm fresh snap bean sales at Kentucky's farmers' markets account for most of Kentucky's commercial acreage
- Some producers have realized substantial profits by direct marketing heirloom (mountain) bean varieties

U.S. Fresh Market Snap Bean Production

	1997	1998	1999	2000	2001	2002	2003*
Acres Harvested	82,660	87,800	90,600	93,100	95,900	100,000	100,000
Yield Per Acre (cwt)	46	56	62	63	64	60	60
Production (1,000 cwt)	3,805	4,883	5,607	5,894	6,155	5,958	6,000
Value per Cwt	\$ 40.58	48.92	46.53	42.55	45.10	47.36	49.00
Total Value (1,000 dollars)	154,414	238,858	260,879	250,794	277,611	282,163	294,000

Source: USDA/ERS *UK estimates for 2003 based on season price and production trends.

Fresh Snap Bean Average f.o.b Shipping Point Prices (\$ per cwt.)



Source: USDA/ERS

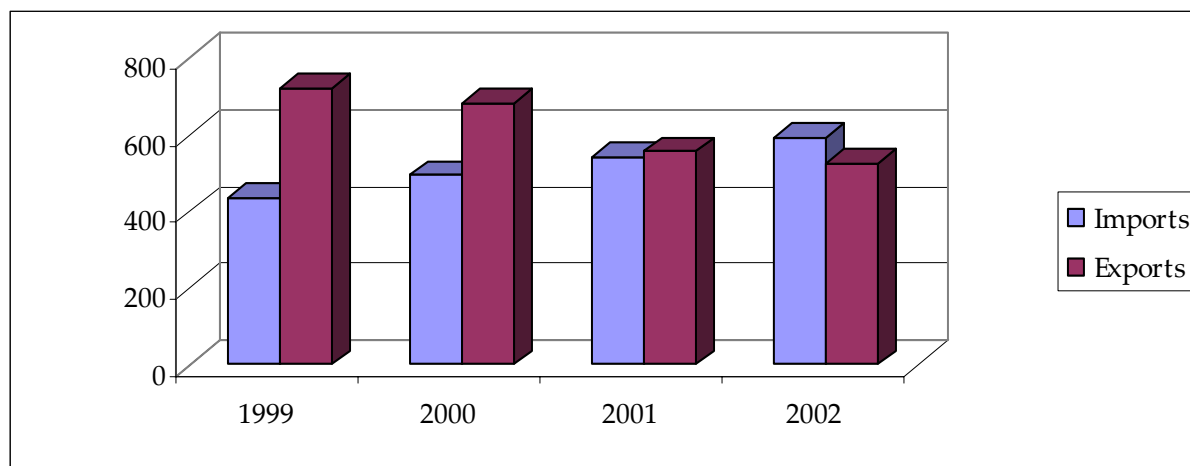
Kentucky Fresh Market Snap Bean Breakeven Prices

	yield per acre							
bushels per acre	100	150	175	200	225	250	275	300
\$/bu*	\$ 8.71	\$ 5.83	\$ 5.01	\$ 4.39	\$ 3.91	\$ 3.52	\$ 3.21	\$ 2.95

*Price required for \$0 return to land and management

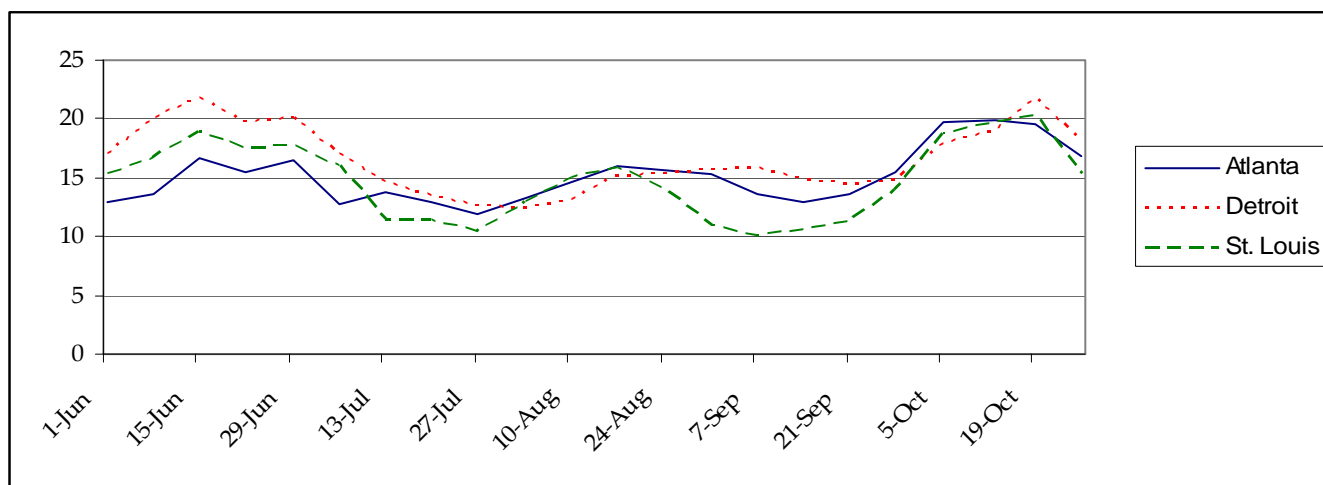
Source: 2001 UK Horticulture Production Budget Updates

U.S. FRESH SNAP BEAN TRADE (1,000 cwt.)



Source: USDA/ERS

WEEKLY TERMINAL MARKET PRICES (\$ per bushel carton machine picked)



Source: USDA/IFAS Market Information System

Information Sources

USDA/ERS Snap Bean Commodity Highlight

<http://www.ers.usda.gov/Briefing/Vegetables/vegpdf/SnapBeanHigh.pdf>

USDA Vegetable and Melons Report

<http://www.ers.usda.gov/publications/vgs/>

UF Marketing Information System

<http://mids.ifas.ufl.edu/>

UK Horticulture Budgets

<http://www.uky.edu/Ag/HortBiz/pubs.html>

NASS Vegetable Reports

<http://usda.mannlib.cornell.edu/reports/nassr/fruit/pvg-bban/>

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