

## **Delaware Attracts Vegetable Processors, Generate Millions in Cash Farm Income**

### **Issue: (Who cares and why?)**

Delaware has long been a major producer of vegetable crops grown for processing, more than any other mid-Atlantic states and second only to New York among Eastern Seaboard states. The First State annually plants more than 40,000 acres of vegetables for processing. Since 1996, however, three processors discontinued operations, creating a loss of millions of dollars in farm income for the state.

### **What has been done?**

Working through trade organizations and personal contacts, UD's Extension specialist for vegetable crops proactively sought new processors, created business plans, directed tours of vegetable producers, arranged for grower visits to potential processors, and participated in public and private meetings to successfully attract new ventures.

### **Impact**

In 2002, two new companies began operations in Delaware as a direct result of the Extension specialist's efforts. Kenny Produce LLC began a pickling cucumber grading operation that generates \$3.5 million in annual cash farm income for 15 producers. PictSweet Frozen Foods announced plans for a facility that could expand to utilize 10,000 acres of production in peas, sweet corn, and lima beans. This facility will impact 75 Delaware growers and generate \$5 million of cash farm income. PictSweet also has a contract on 235 acres for future development of a receiving station, freezing plant and cold storage operations.

### **Funding:**

Extension

### **Contact**

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