

# Fresh Snap Bean Marketing Fact Sheet

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



## Market Notes

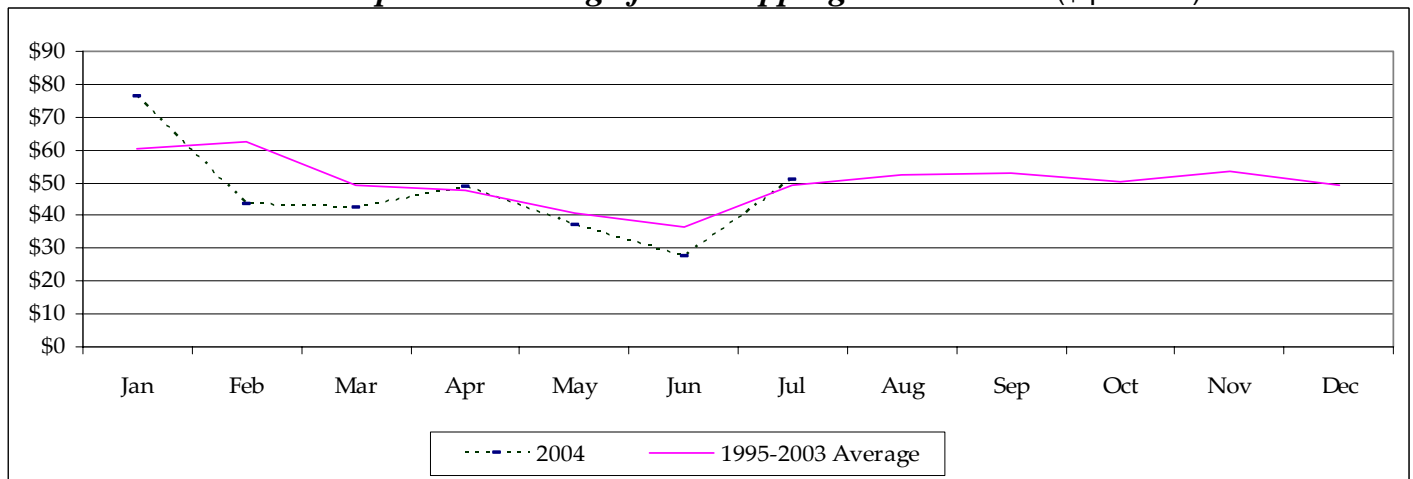
- Per capita use of fresh snap beans held steady at 2.1 pounds in 2004
- According to the USDA's Economic Research Service, fresh market production accounts for about 1/3 of the two billion pounds of snap beans produced, but contribute 2/3 of all farm cash receipts for snap beans
- Farm fresh snap bean sales at Kentucky's farmers' markets account for most of Kentucky's commercial acreage
- Some Ky. producers have realized substantial profits by direct marketing heirloom (mountain) bean varieties

## U.S. Fresh Market Snap Bean Production

	1998	1999	2000	2001	2002	2003	2004*
Acres Harvested	87,200	89,900	92,600	96,500	98,400	93,900	96,000
Yield Per Acre (cwt)	56	62	64	64	61	61	61
Production (1,000 cwt)	4,856	5,580	5,881	6,193	5,965	5,749	5,750
Value per Cwt	48.91	46.52	42.55	44.97	47.58	47.02	47.83
Total Value (1,000 dollars)	238,858	260,879	250,794	277,611	282,163	294,000	275,000

Source: USDA/ERS \*UK estimates for 2004 based on season price and production trends.

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



Source: USDA/ERS

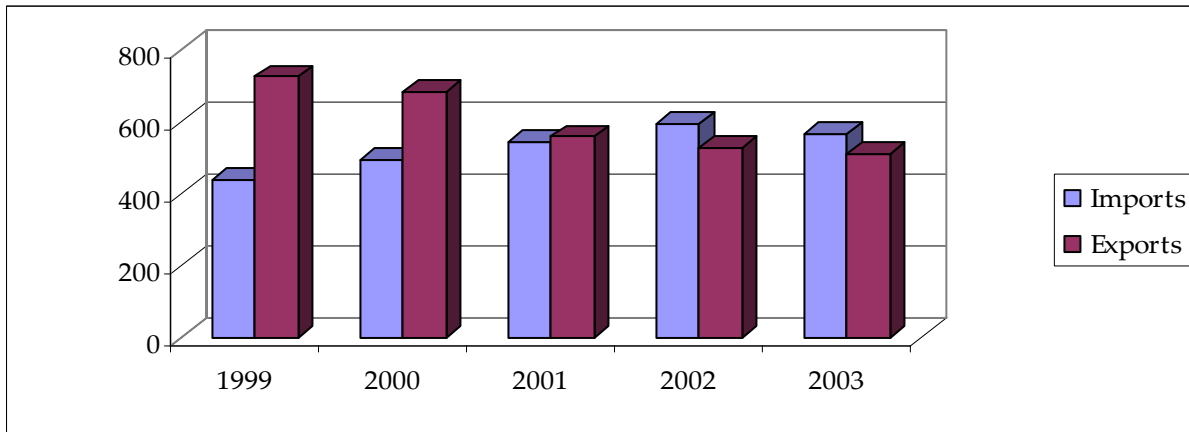
## Kentucky Fresh Market Snap Bean Breakeven Prices

	-----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

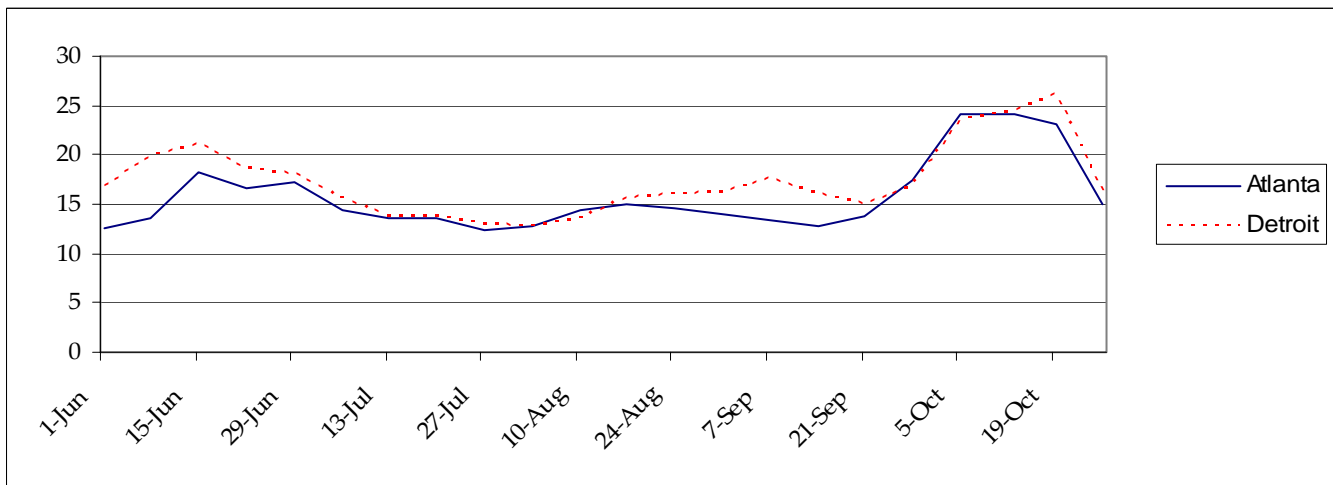
Source: 2001 UK Horticulture Production Budget Updates

## 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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