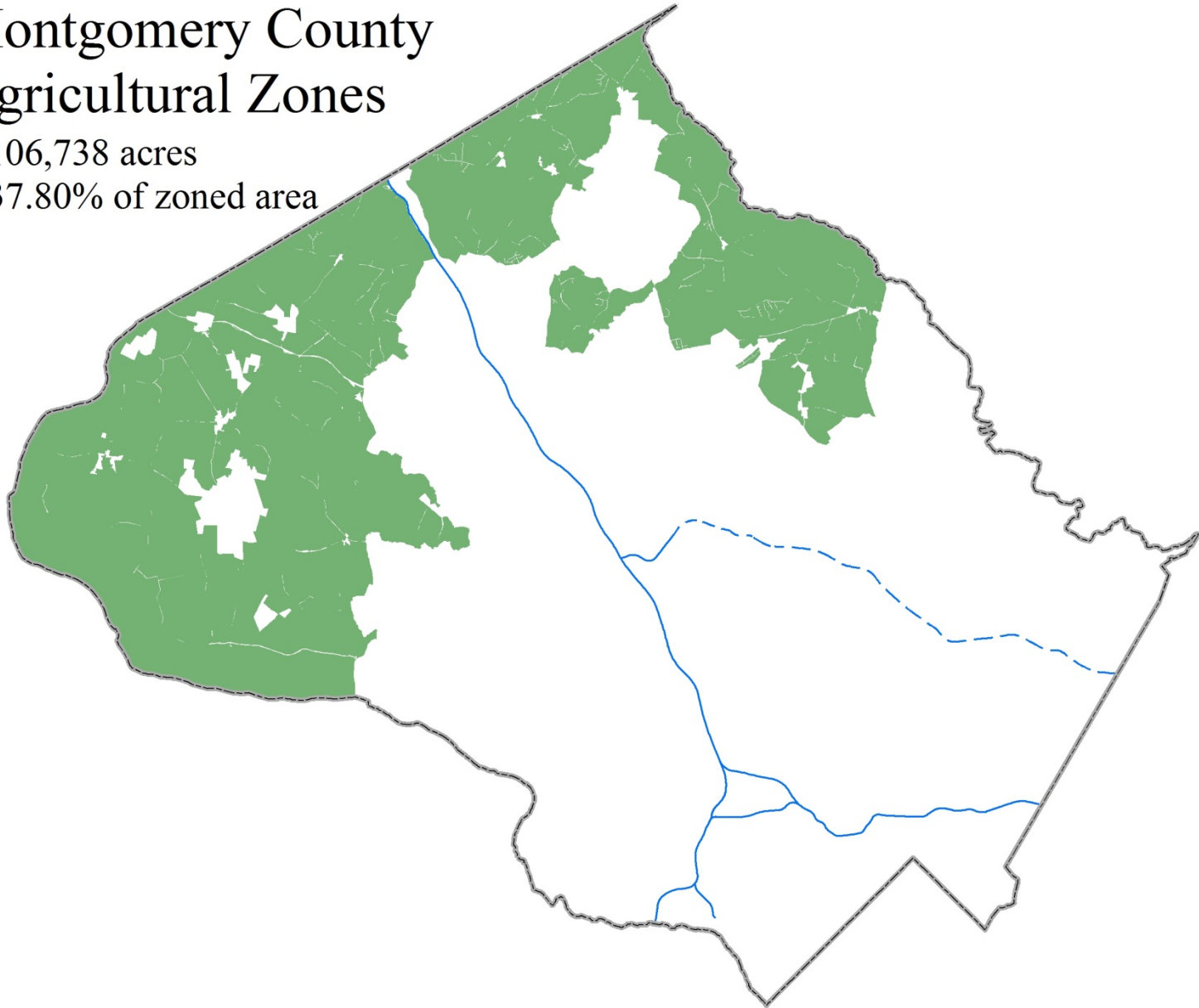


# Montgomery County Agricultural Zones

106,738 acres

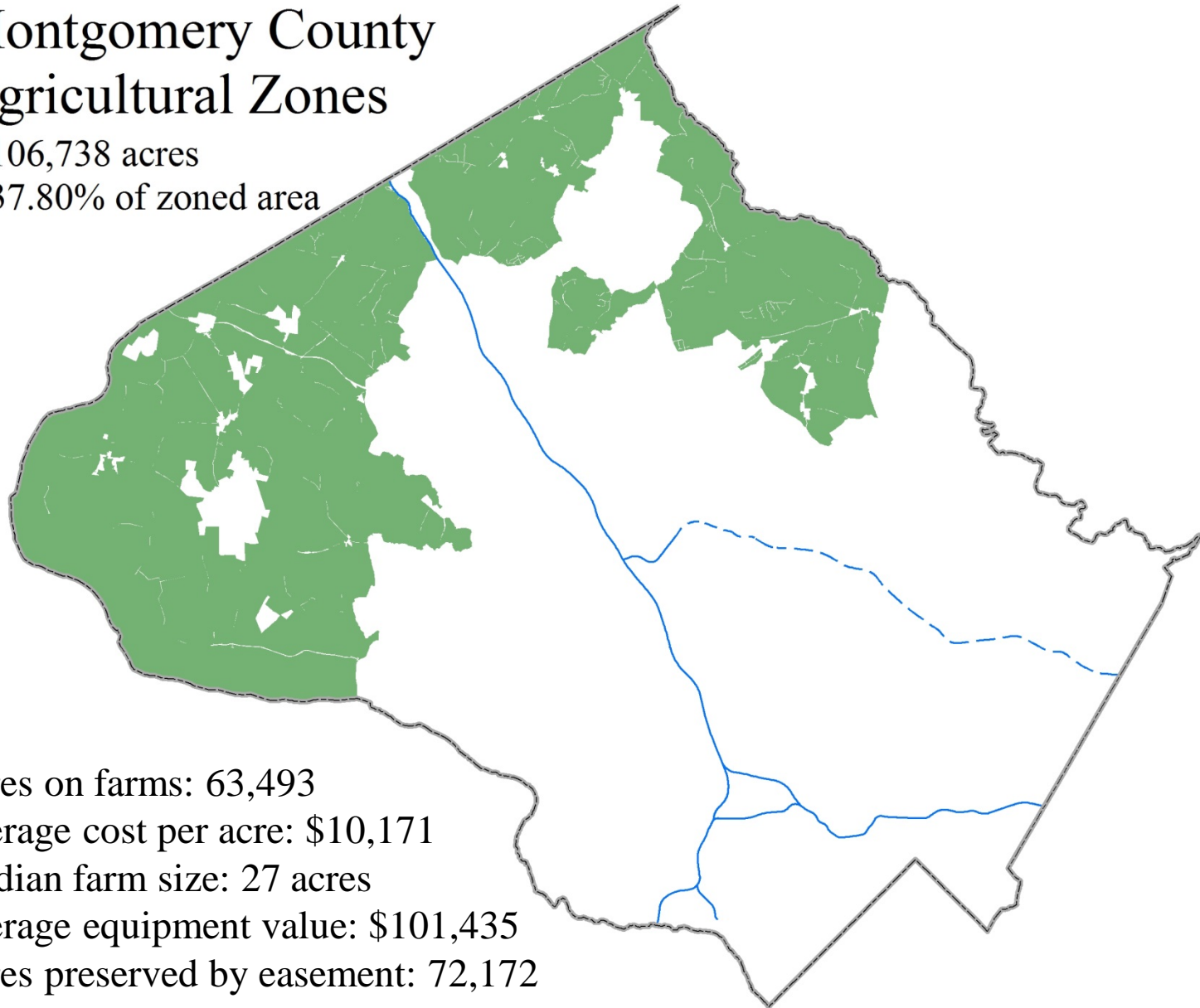
37.80% of zoned area



# Montgomery County Agricultural Zones

106,738 acres

37.80% of zoned area



Acres on farms: 63,493

Average cost per acre: \$10,171

Median farm size: 27 acres

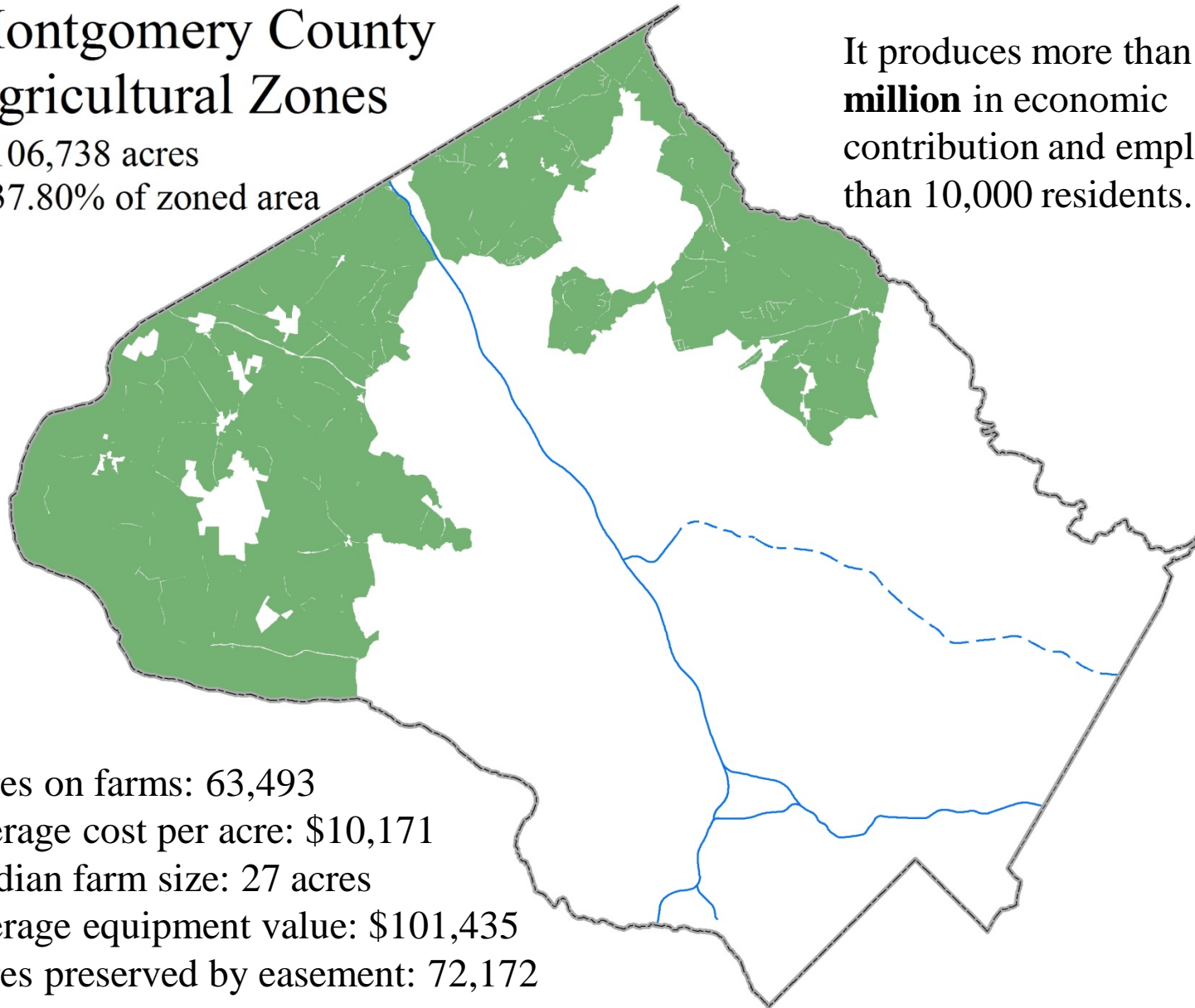
Average equipment value: \$101,435

Acres preserved by easement: 72,172

# Montgomery County Agricultural Zones

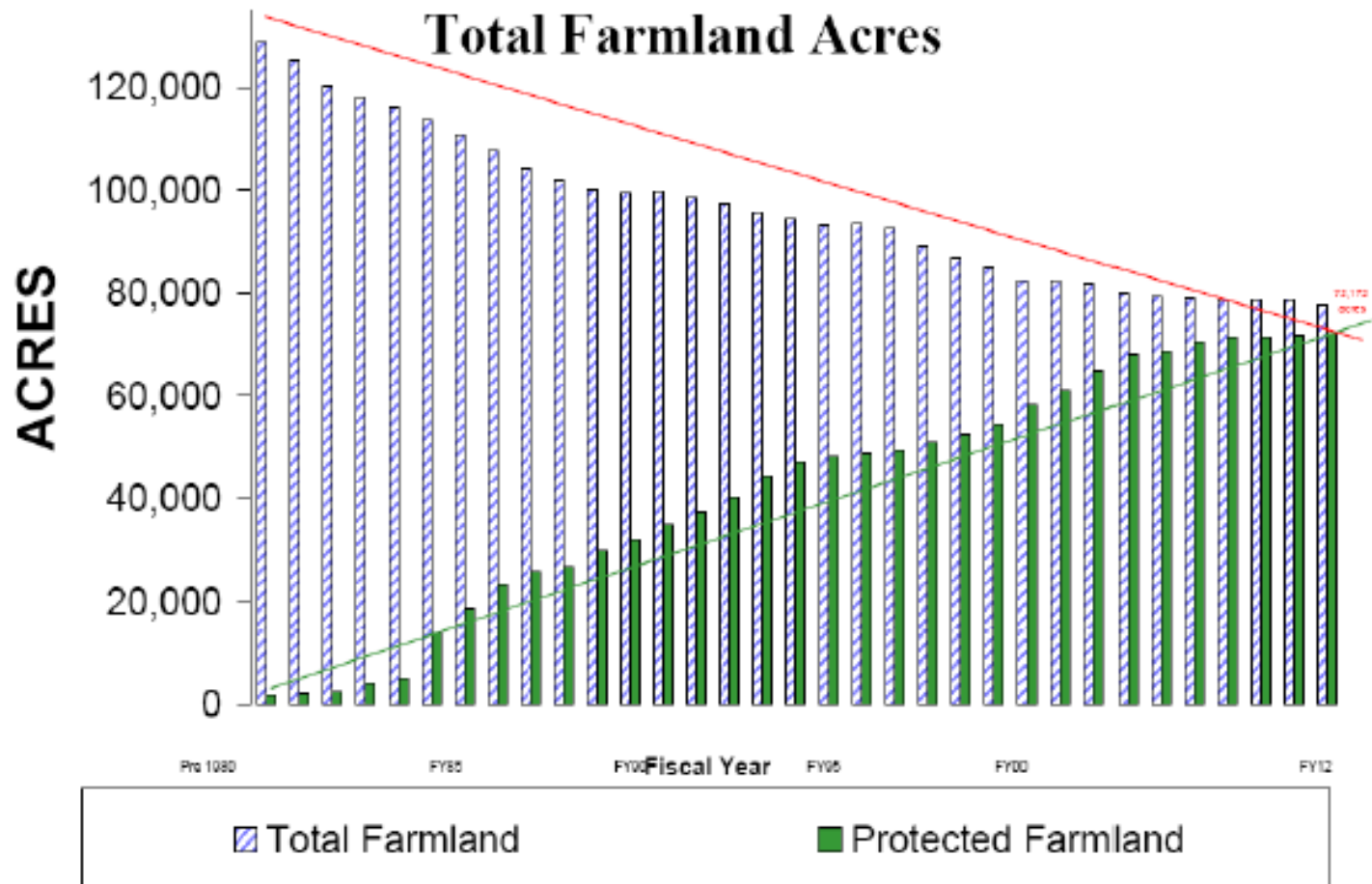
106,738 acres  
37.80% of zoned area

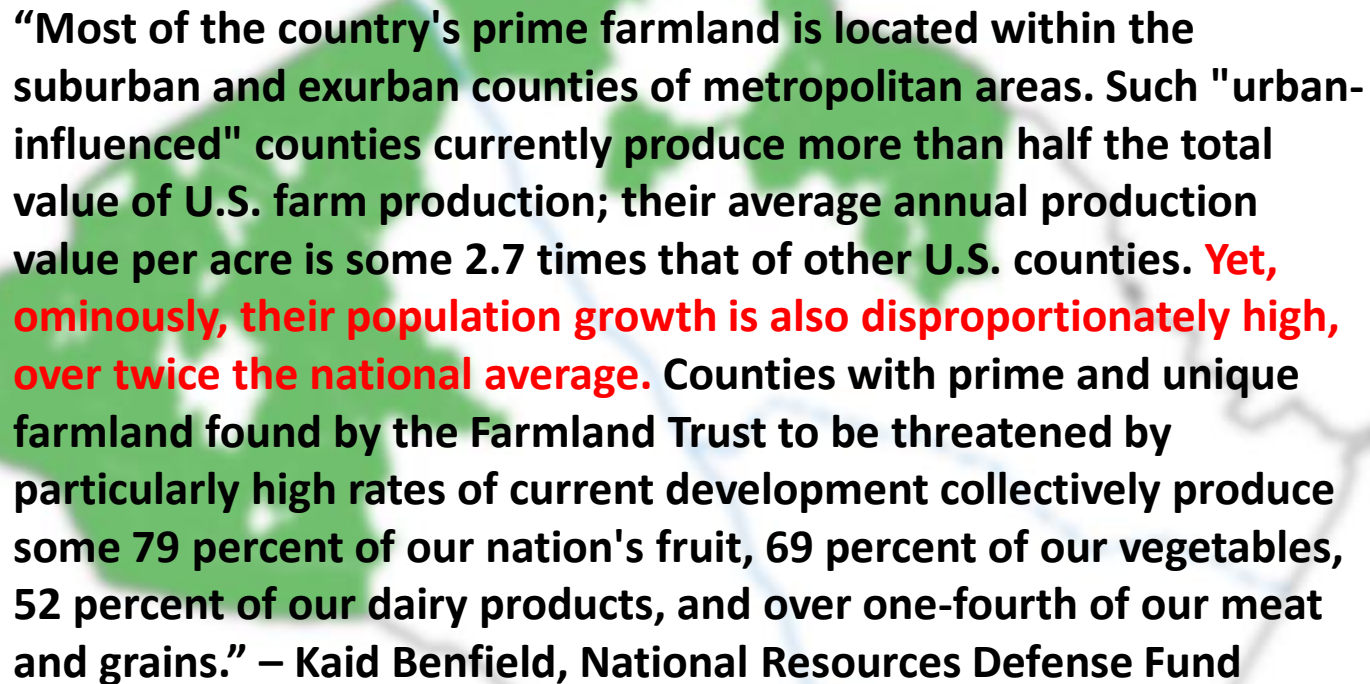
It produces more than **\$243 million** in economic contribution and employs more than 10,000 residents.



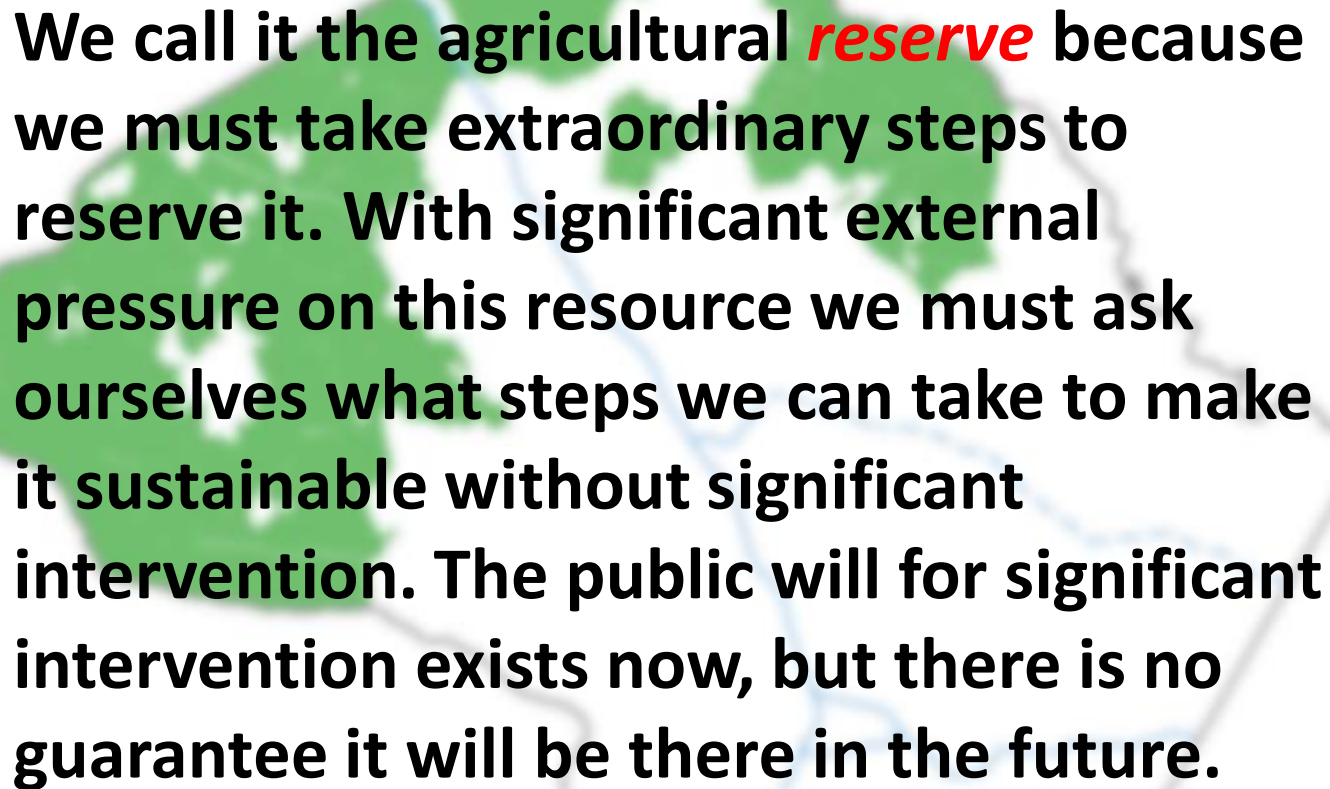
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## Protected Farmland Acres and Total Farmland Acres





**“Most of the country's prime farmland is located within the suburban and exurban counties of metropolitan areas. Such "urban-influenced" counties currently produce more than half the total value of U.S. farm production; their average annual production value per acre is some 2.7 times that of other U.S. counties. Yet, ominously, their population growth is also disproportionately high, over twice the national average. Counties with prime and unique farmland found by the Farmland Trust to be threatened by particularly high rates of current development collectively produce some 79 percent of our nation's fruit, 69 percent of our vegetables, 52 percent of our dairy products, and over one-fourth of our meat and grains.” – Kaid Benfield, National Resources Defense Fund**



**We call it the agricultural *reserve* because we must take extraordinary steps to reserve it. With significant external pressure on this resource we must ask ourselves what steps we can take to make it sustainable without significant intervention. The public will for significant intervention exists now, but there is no guarantee it will be there in the future.**

**We have to make  
this part real...**

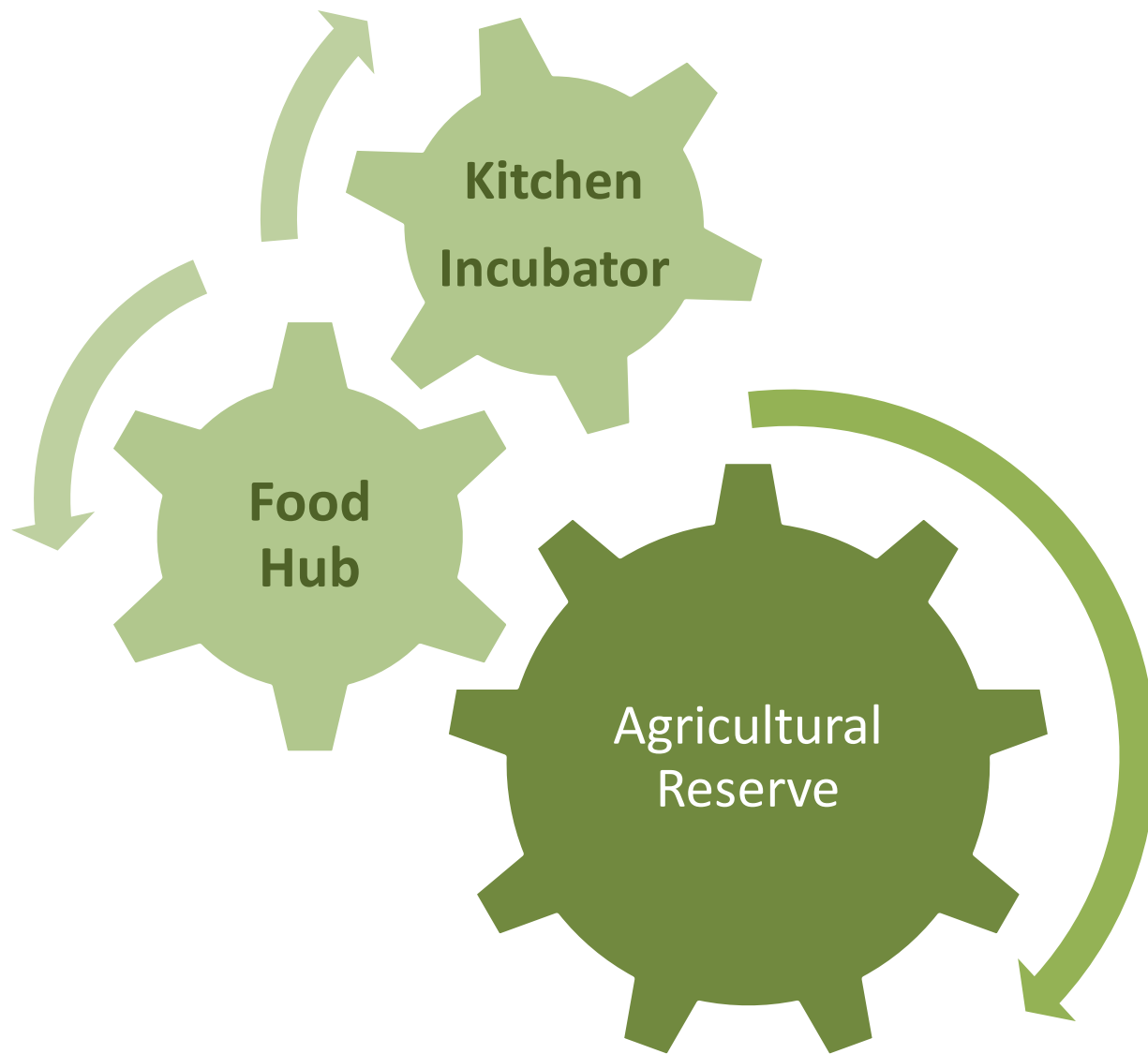


**We have to make  
this part real...**



**...to this part.**







## What can a food hub do for Montgomery County?

- Bridges the gap between small-scale producers and larger-scale wholesale operations
- Perform community supported agriculture activities
- Operate “buy local” campaigns
- Job training
- Provide access to nutritious, local food to areas without access



## Case Study: Common Market

- \$1.7m in sales; 15 employees
- Sources from over 75 farmers in the mid-Atlantic region
- Delivers to over 200 customers
- Operates a 20k sf warehouse with 100k cf of cold storage
- Board includes the CEO of DC Central Kitchen



# What can a kitchen incubator do for Montgomery County?

- Provides shared, commercial, licensed kitchen space and equipment to food entrepreneurs
- Provides job training and essential classes
- Provides mentoring and entrepreneur training to start-ups
- Provides access to investors and services to assist in successfully scaling them up



## Case Study: Union Kitchen

- Approximately 50 businesses currently under incubation; approximately 200 more are waiting
- Currently based out of 7,300 sf warehouse but build-out for an expansion has begun
- Works with non-profits such as Empowered Women International to provide programming as well as space
- Hires from D.C. reentry programs

Links:

[Food Hub Case Studies](#) from the Wallace Center

[Kaid Benfield on the Montgomery County Agricultural Reserve](#)

[USDA Agricultural Census for Montgomery County](#)

[A day in the life at Union Kitchen](#), The Washington Post

[Montgomery County Agricultural Services](#)

[Report to the Montgomery County Council on issues impact the agricultural reserve, July 26<sup>th</sup>, 2012.](#)