

Delmarva Corn & Soybean Conference set for Feb. 7

NEWARK, Del. — The 1985 Delmarva Corn and Soybean Conference will take place Thursday, Feb. 7 at the Wicomico Youth and Civic Center, Salisbury, Md. Doors will open at 8:30 a.m. for exhibits, coffee and donuts. The program will start at 9:15 a.m.

Highlight of the conference will

be a talk, "What lies ahead for agricultural credit?" by Frank W. Naylor, Jr., U.S. Undersecretary of Agriculture for Small Community and Rural Development.

The following talks will also be featured: "Pesticide drift liability from misuse of agricultural pesticides," by Herbert D. Morrison, attorney from

Frederick, Md.; "Farmers and the Chesapeake Bay," by Tony Mazzaccaro, assistant director of marine advisory programs at the University of Maryland; and "How to survive in '85," by Bob Miller, agriculture representative for the Maryland National Bank.

Other presentations will cover new herbicides for soybeans, crop

protection chemicals, the Lasso safety message, new ideas in farming equipment, and farm safety.

Master of ceremonies will be Dr. Carl Hurley, a professional public speaker and entertainer billed as "America's Funniest Professor."

The conference is being sponsored by Delmarva agribusiness industries and the Delaware, Maryland and Virginia Cooperative Extension services. Free lunch tickets are available from county agents or agribusiness representatives.

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Broiler industry critical to Delaware's economy, study shows

NEWARK, Del. — In terms of the multiplier effect of dollars spent, Delaware's poultry processing industry contributes more to state economic growth than any other industry, according to a recent University of Delaware study.

Most people know farming is important to the state's economy, but they may be surprised to learn just how important it is," says Sharon M. Brucker, a research associate at the university's Agricultural Experiment Station. "Our study shows that poultry processing has the highest multiplier effect of any industry in the state."

Furthermore, the study shows that when the poultry industry grows, a large number of inputs from other Delaware industries are required—which means potential growth for them, too.

Seventy-six percent of all poultry processing inputs are bought in-state, Brucker says. And 75 percent of all poultry production purchases are made in Delaware. No other industry except paper products buys more than 50 percent of its inputs (goods and services) inside the state. For example, the chemical industry buys only 46 percent of its inputs locally.

Using secondary data from various government sources, Brucker and resource economist Dr. Steven E. Hastings have developed an input-output table showing all the transactions undertaken by various industries in the state. The table covers 55 different types of industries, ranging from poultry and crop production to banking, chemicals, business service, amusement, auto repair and educational services. Data in the model can be used to estimate how much of each input is required to produce one dollar of output.

Although Delaware's chemical industry is the most important in terms of size, the model shows that an increase of \$100,000 in sales in chemicals stimulates less additional in-state population than the same sales increase in the poultry processing, or paper sectors. According to Hastings and Brucker, an increase in poultry processing of that magnitude could be expected to increase total statewide production by \$373,000. "It is important to note that different industries would be appropriate growth targets depending on the development goals of the state," Brucker says. For example, if generating more income were the goal, a \$100,000 change in output in medical or federal government services could be expected to increase income in the state by \$107,000 or \$109,000, respectively. If new jobs were the goal, an increase in the apparel or health facility sectors (such as hospitals and nursing homes) would be most beneficial. "Business people, government officials and others who make economic development decisions in Delaware need this kind of information," Brucker says. "They need to know how encouraging the growth of certain industries, such as banking, is likely to affect other sectors of the economy. They also need to know how existing industries use local resources, what markets are underused, how new markets can be encouraged, and how tax or zoning changes can affect the economy."

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