**Data discussion – How to use Census of Agriculture data**

* 157 acres, 486 farms, $87M in sales (74% increase since last Census) – NYS numbers from 2022 Census of Ag
  + 2 operations represent 90% of production
  + Sun Grow (tomatoes only) and Green Empire
* Only crop specific data in Census is for tomatoes, but there is a Census of Horticultural Specialties
* Where are the “landed cost of lettuce to NY” numbers from?
* Greenhouse lettuce, field lettuce (head, leaf)
* Lettuce is the number 2 US food crop grown under protection (according to the 2019 Census of Horticultural Species)
* High tunnels are not heated (seasonal) – should have lower input costs; greenhouse covering as proxy for level of technology.
* >1/2 acre of production under cover is the line at which the operation is a greenhouse operation and below is a high tunnel operation
* Business structure
* Organic is allowable – likely only about 5%