Louisiana
Where Cane is King

Jim Simon
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Frank Martin Farms -- 1982
The Sugar Belt
Louisiana Sugar Cane Facts

- 450,000 (+) acres in production
- 1.4 million tons of raw sugar
- 27,000 related jobs
- $1.8 billion economic impact
- $800 million farm gate
- 80% cane acreage is rented
Financial Condition

• 20 cents for 25 years
• Real Price adjusted for inflation—10 cents
• Debt accumulation through Hurricane years
• Life Support
2009 Crop

• Wet expensive harvest
• Growers averaged 24.5 cents per pound
• Moved the industry off life support, out of intensive care

• Rehabilitation
2010 crop

• About 30 cents *not till October*
• Clearing accumulated debt
• Replacing worn out equipment
• Deferred drainage work

• Doctor’s Release
Mike Robichaux

“We’ll be able to pay off our crop loan completely. We’ll pay off about 1 1/2 years’ worth of debt because we haven’t been able to pay in full for years.”
This Year’s Crop - 2011

- Optimistic for strong yields
- Good prices
- Some new acreage
- Healthy balance sheet
- Will Mother Nature be kind???
Stored Raw Sugar
Optimistic Future???

• Refining ventures -- (new level of competition in the marketplace for Louisiana raws)
• Is there a new bottom to world prices??
• Grown in the USA - Users have expressed the need for strong domestic production
Expansion???
Frank Martin Farms - 1982
Frank Martin Farms - 2010
28th International Sweetener Symposium

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