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Agricultural Outlook Forum
U.S. Department of Agriculture

Presented: February 24-25, 2011

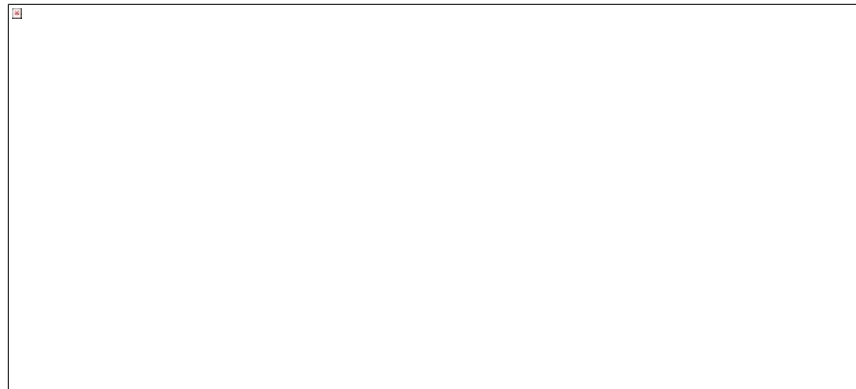
Louisiana
Where Cane is King

Jim Simon

Louisiana

Where Cane is King

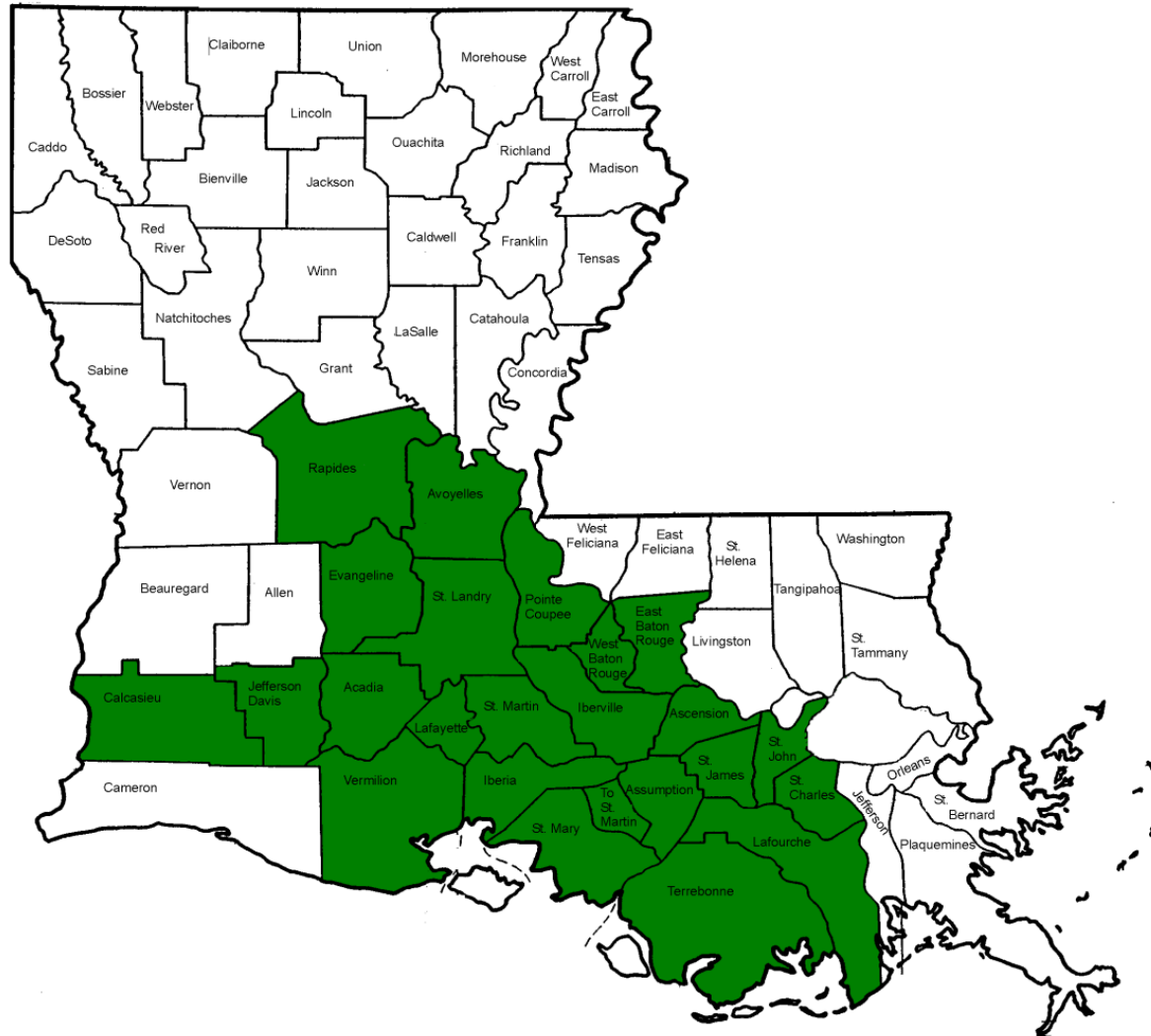
Jim Simon



Frank Martin Farms --1982



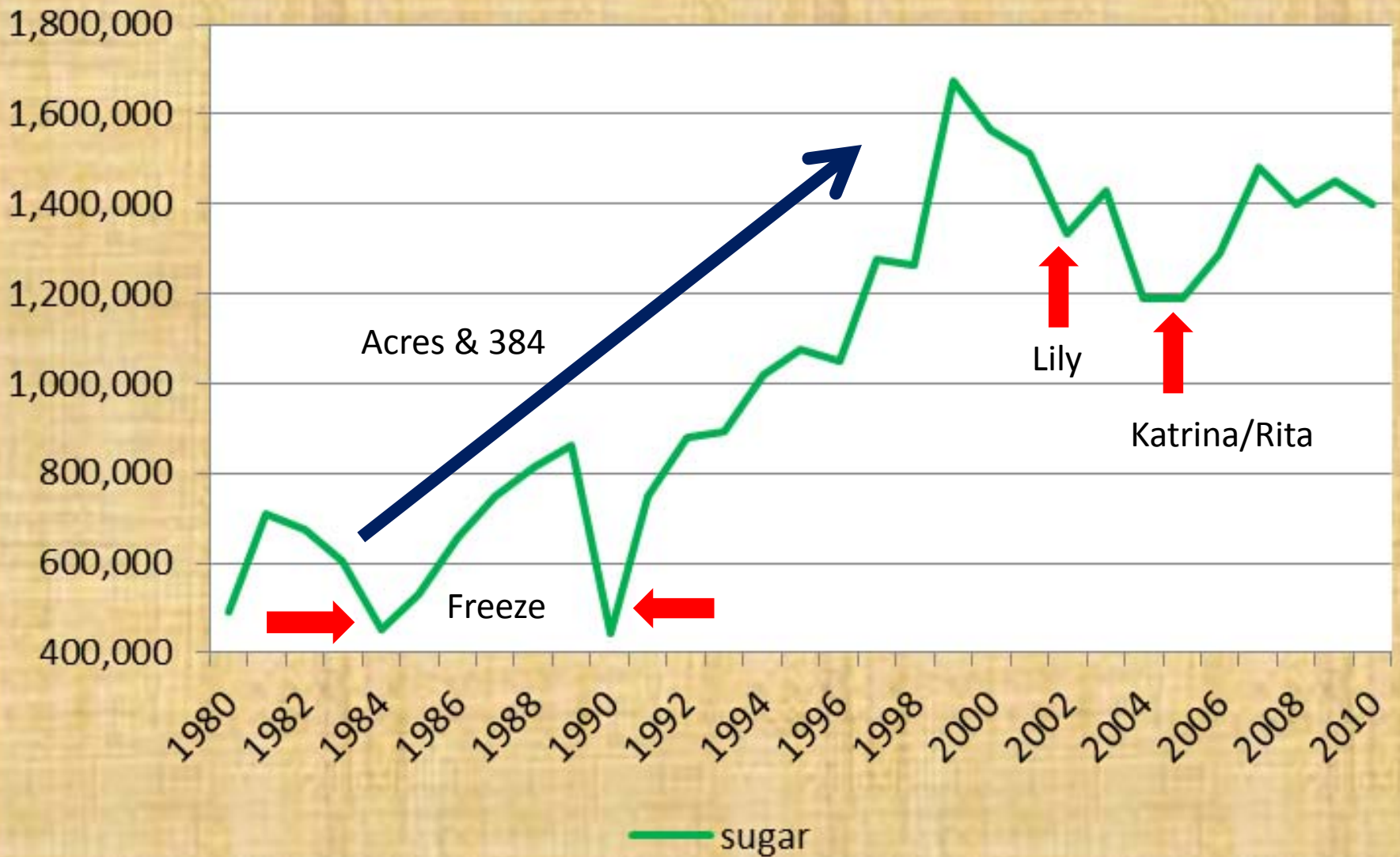
The Sugar Belt



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**

Raw Sugar Produced



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

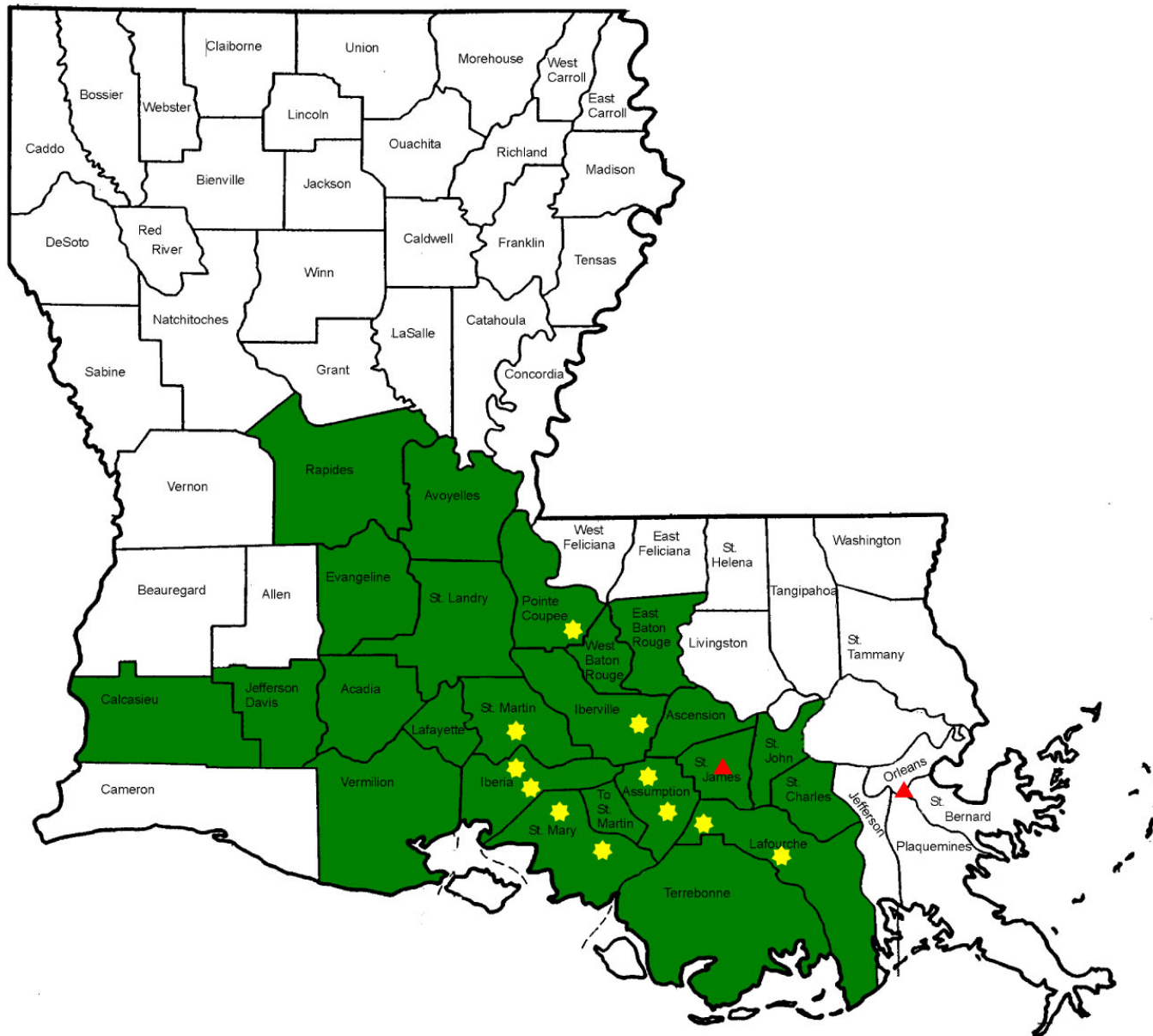


“We’ll be able to pay off our crop loan completely. We’ll pay off about 1 1/2 years’ worth of debt because we haven’t been able to pay in full for years.”

This Year's Crop - 2011

- Optimistic for strong yields
- Good prices
- Some new acreage
- Healthy balance sheet
- **Will Mother Nature be kind???**

Mills & Refineries

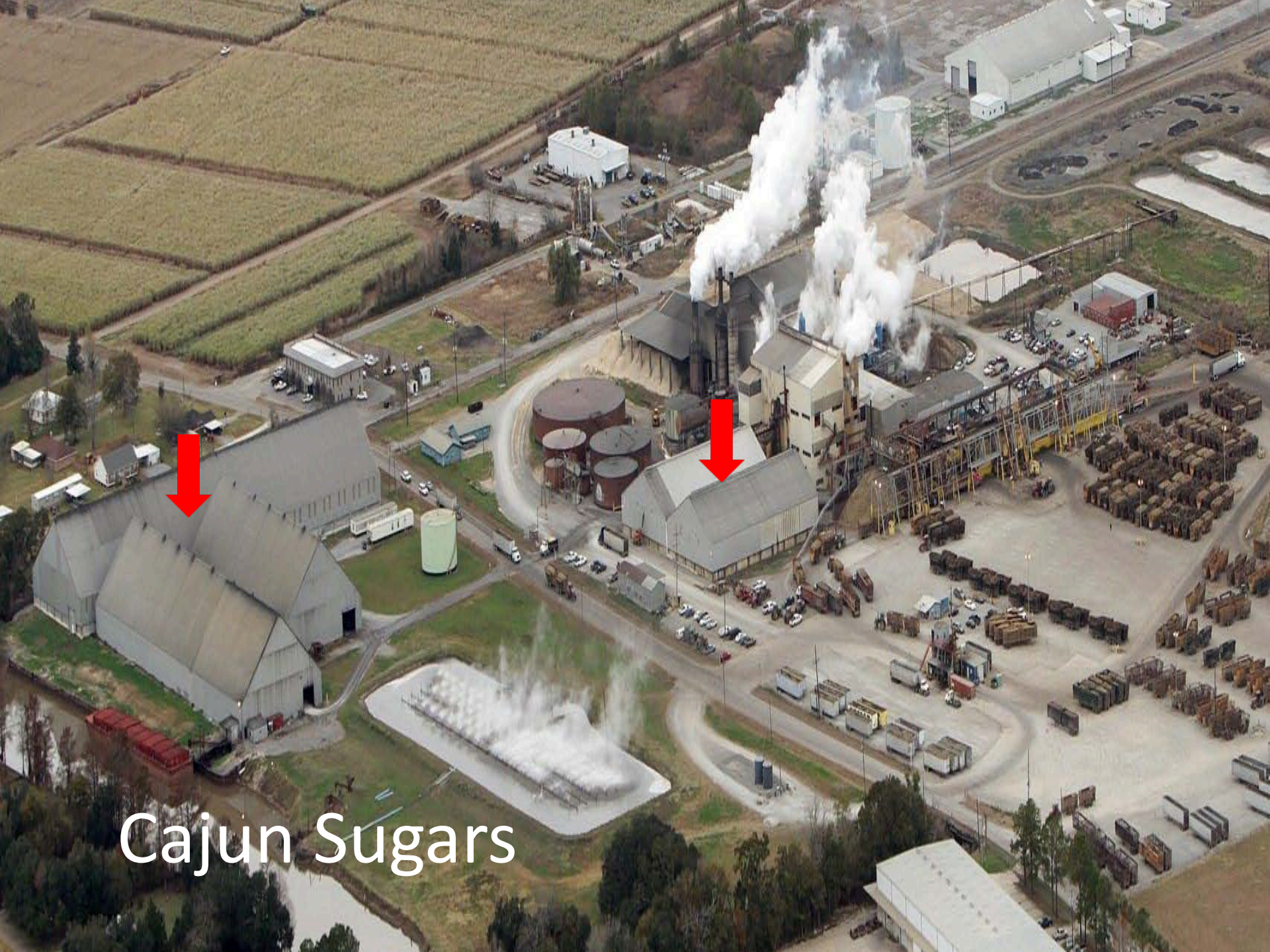


Stored Raw Sugar

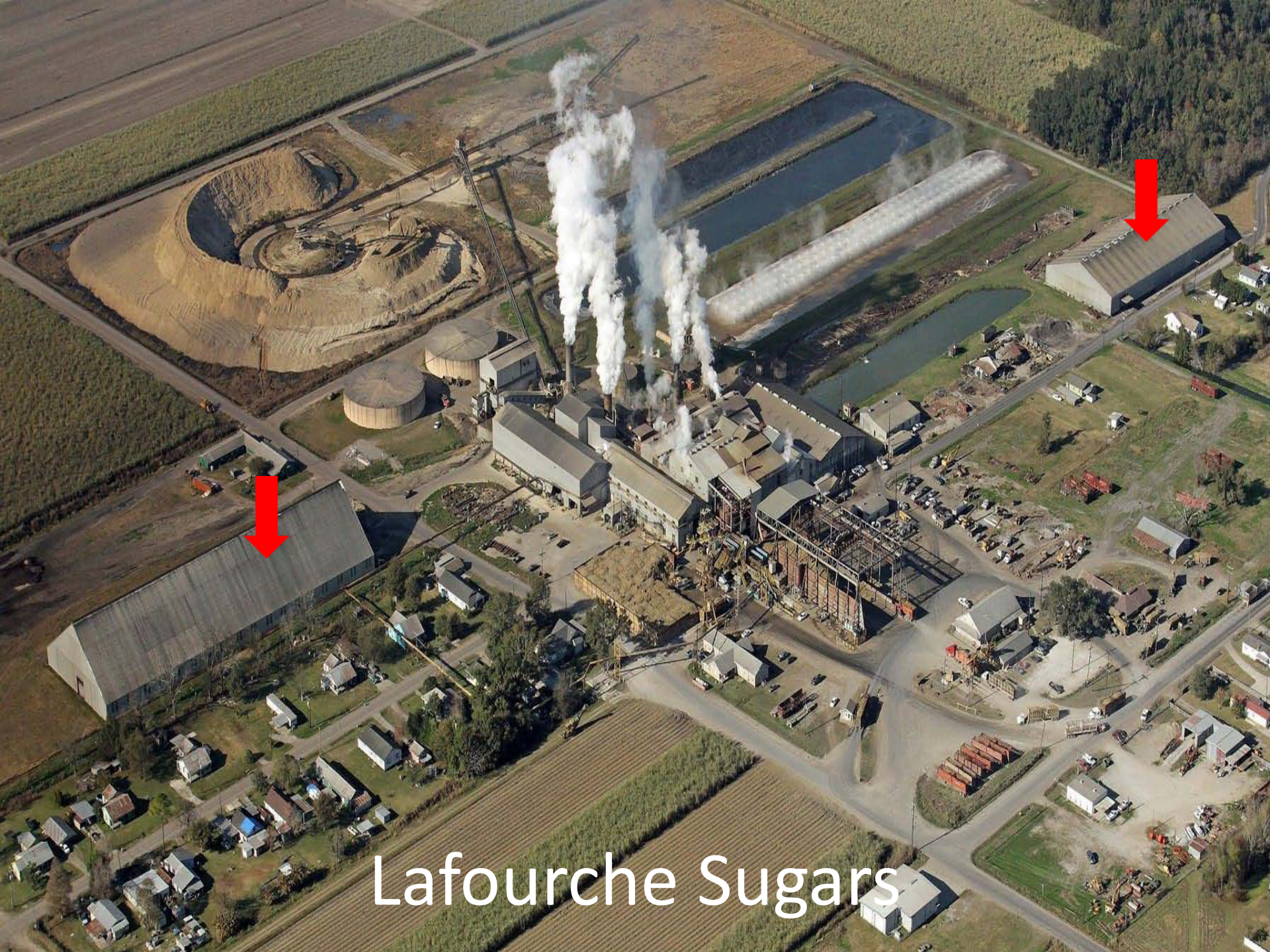




Alma Plantation



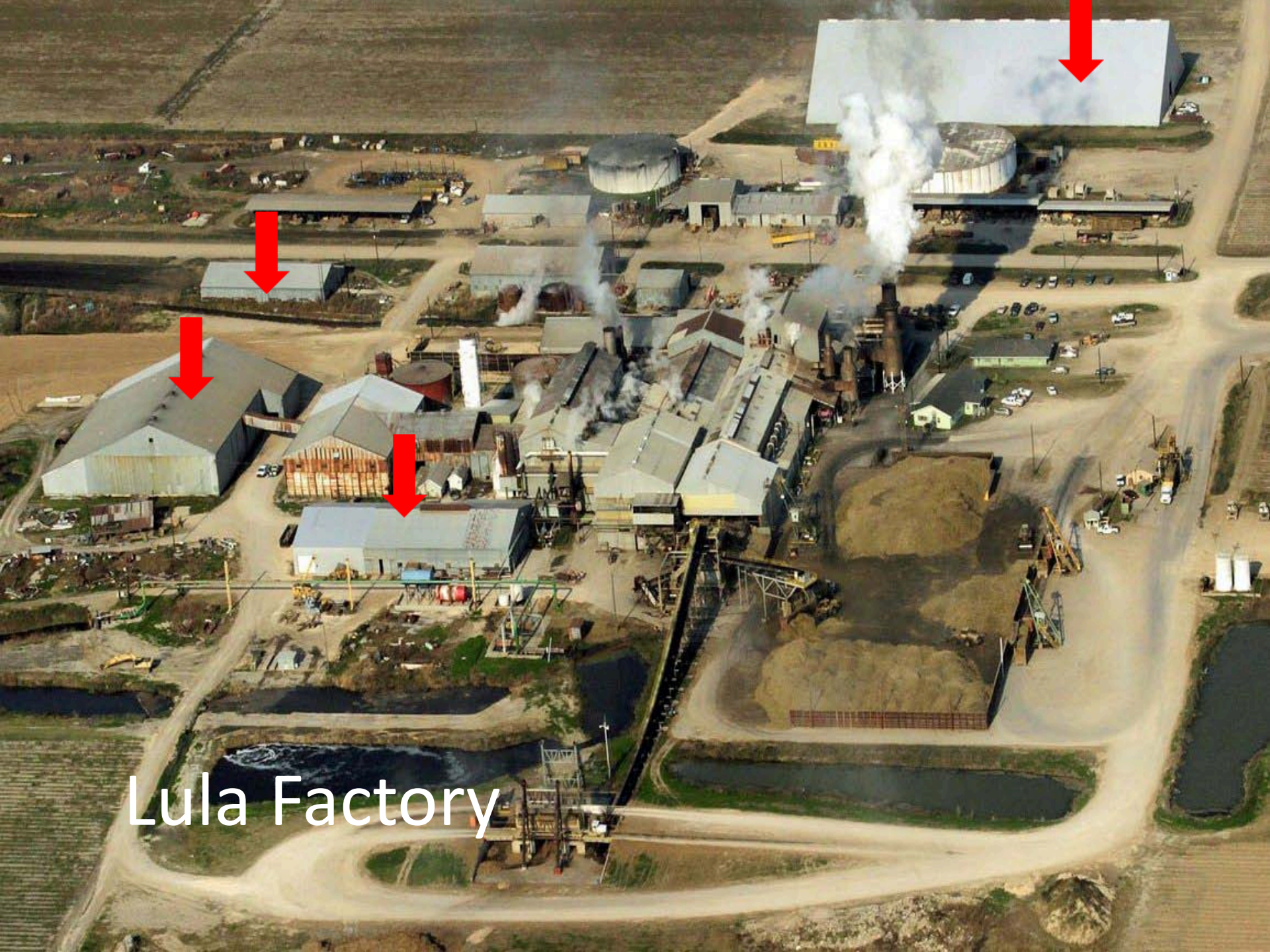
Cajun Sugars



Lafourche Sugars



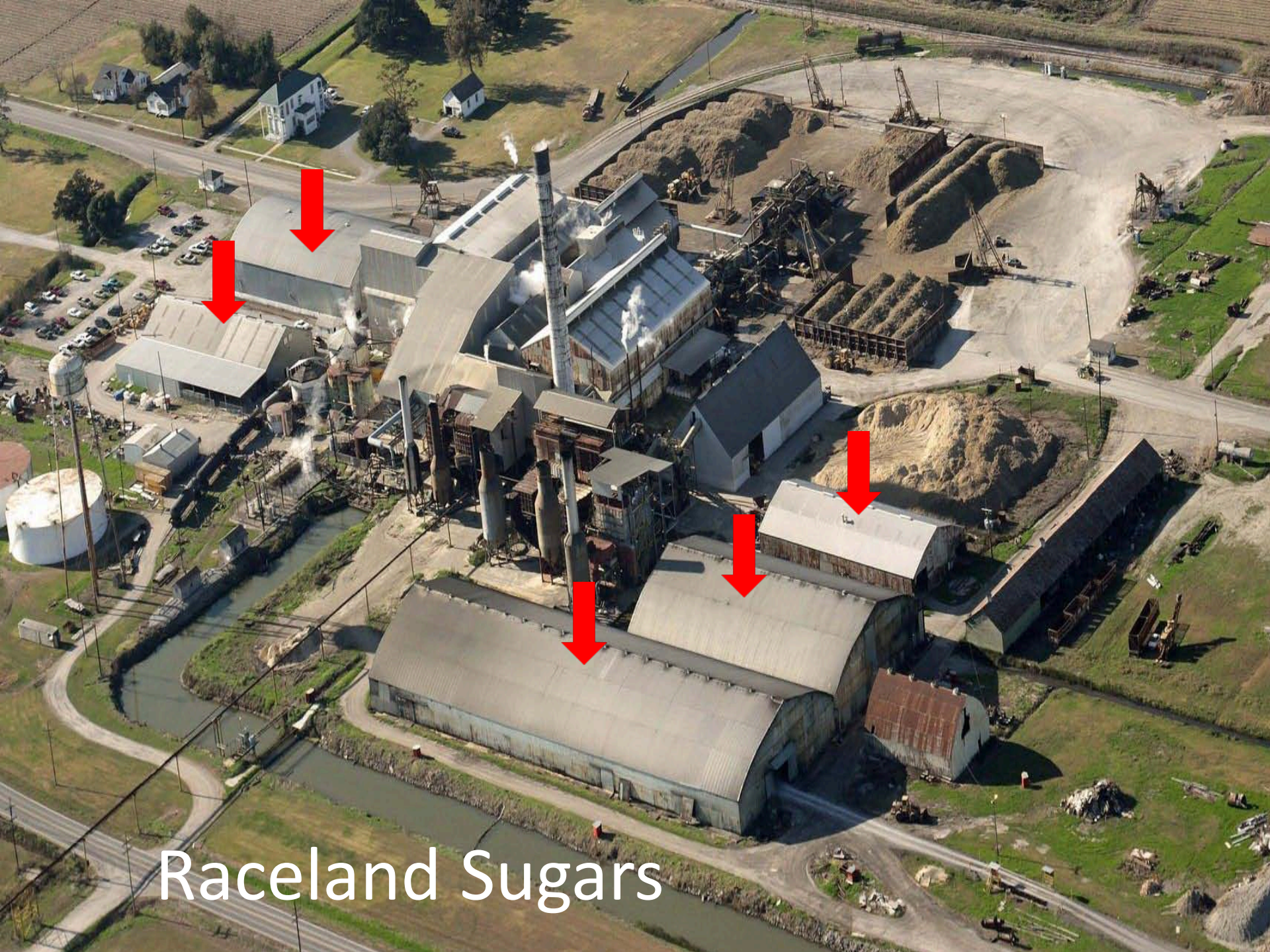
LaSuCa



Lula Factory



Enterprise Factory



Raceland Sugars



St. Mary Sugars



Westfield Factory



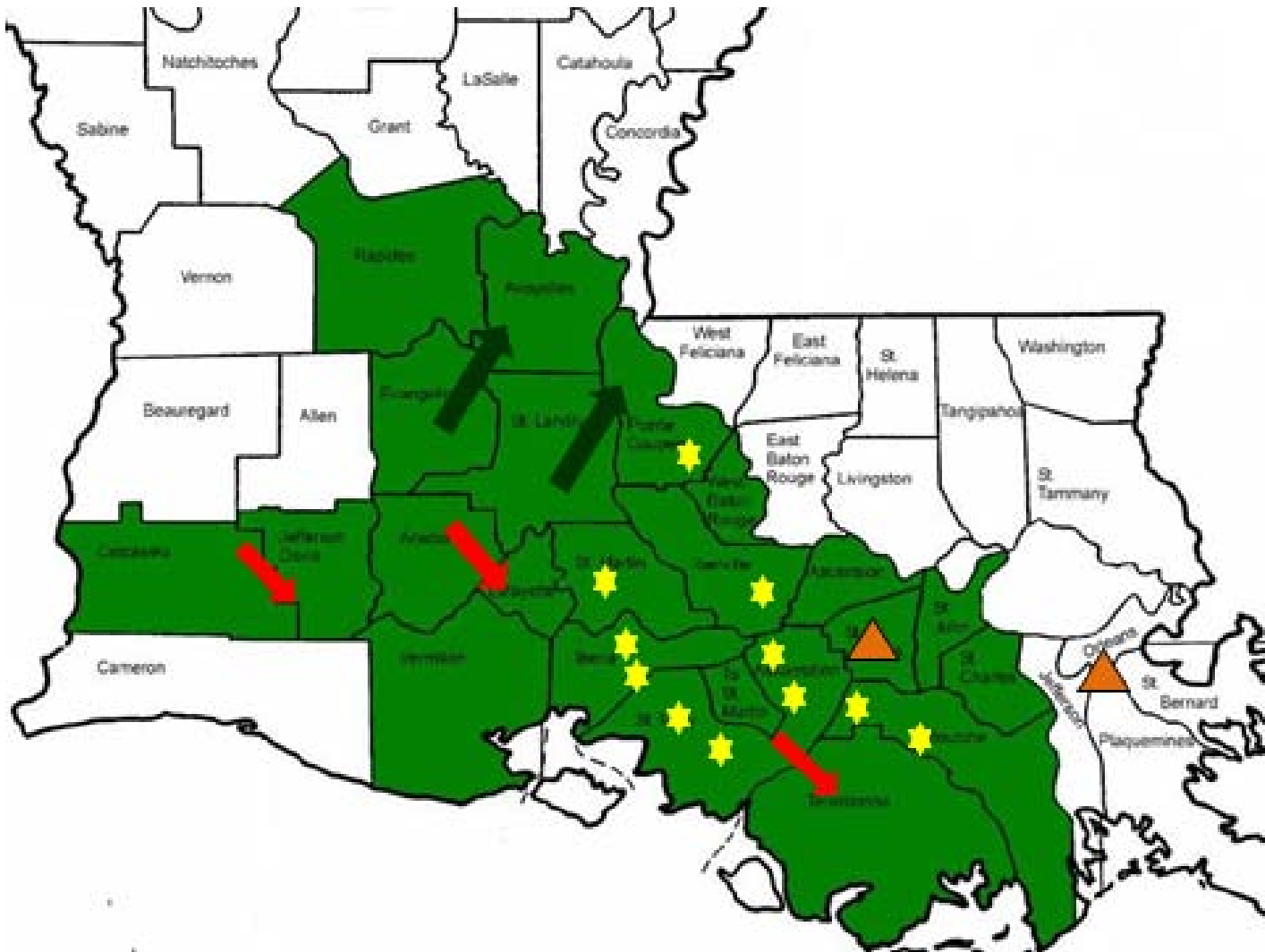
Sterling Sugars



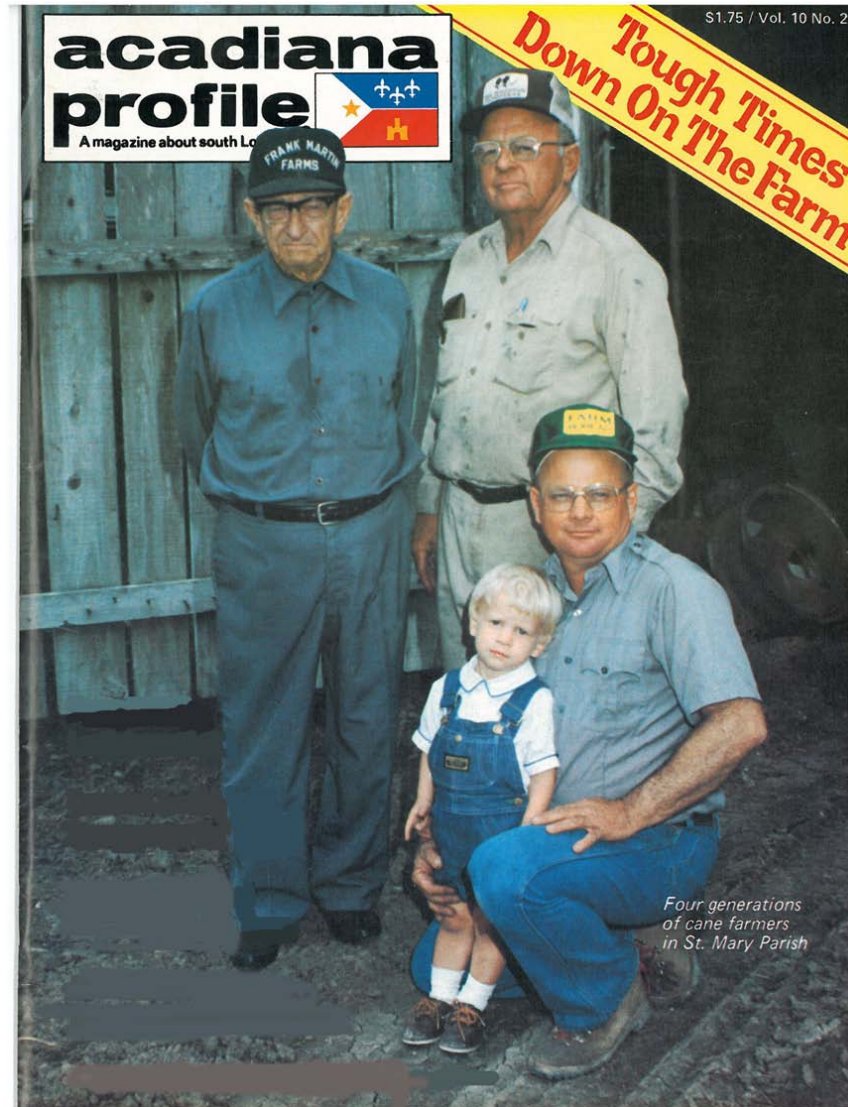
Optimistic Future????

- 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???

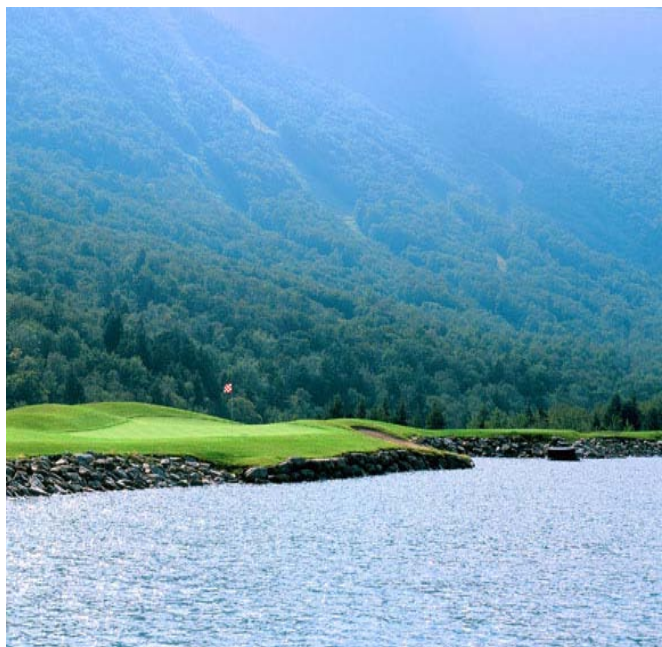


Frank Martin Farms - 1982



Frank Martin Farms - 2010





28th International Sweetener Symposium

*Sponsored by
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**Stowe Mountain Lodge
Stowe, Vermont, USA**

July 29 – August 3, 2011

www.sugaralliance.org