

Commercial Catfish Production in the United States

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Economic Contribution of Commercial Catfish Production

Economic impact analysis shows the economic contribution an industry makes locally, region-wide, nation-wide, or globally. This economic information is crucial in making private investment decisions, formulating government policy, and developing research and extension programs for the industry. The IMPLAN (<http://implan.com/>) software and the 2012 input-output data for the United States were used to estimate the economic contribution of commercial catfish production in the United States economy in 2016. The economic impact analysis used sector 14 or ‘animal production, except cattle and poultry and egg’ of the 2012 IMPLAN input-output data. Due to the lack of reliable data, the contributions of catfish processing, wholesaling, and retailing to the United States economy are not included in the present analysis.

The annual commercial production catfish sales in the United States in 2016 reached \$386 million, which is 7.2% higher than the average annual sales during the last five years. The total economic contribution of commercial catfish production in the United States in 2016 amounted to \$871.1 million (Figure 1). Commercial catfish production created 8,004 jobs and generated labor income amounting to \$211 million in the United States economy.

Economic contribution of catfish production in the United States				
Impact Type	Employment (Jobs)	Labor Income (\$M)	Total Value Added (\$M)	Output (\$M)
Direct Effect	5,134	79.0	243.0	386.0
Indirect Effect	1,653	67.1	124.6	286.9
Induced Effect	1,217	64.8	115.8	198.2
Total Effect	8,004	211.0	483.4	871.1

Figure 1. Total economic impact includes direct, indirect and induced effects estimated by using the 2016 annual catfish sales and 2012 IMPLAN data. The local purchases percentage was set to 100%. The number of jobs is rounded off.

Commercial catfish production generates annual tax revenues for the producing states and the U.S. federal government. A total of \$50.4 million were estimated to have been paid by households and businesses in 2016 to the federal government as social insurance tax, tax on production and imports, corporate profit tax, and personal income tax. The producing states were expected to have collected taxes from households and businesses in 2016 amounting to \$16 million as social insurance tax, tax on production and imports, corporate profits tax, and personal tax.

Commercial Catfish Production

Figure 2 shows the commercial catfish production annual sales in the United States since 2010. A total of 60,790 water surface acres is currently being used in catfish production in the United States in 2017. About 56.6% of the total water surface acreage are in Mississippi, 24.7% are in Alabama, 8.2% are in Arkansas, and 3.1% are in Texas. The rest of the water surface acres used in catfish production are located in California, North Carolina, and other states.

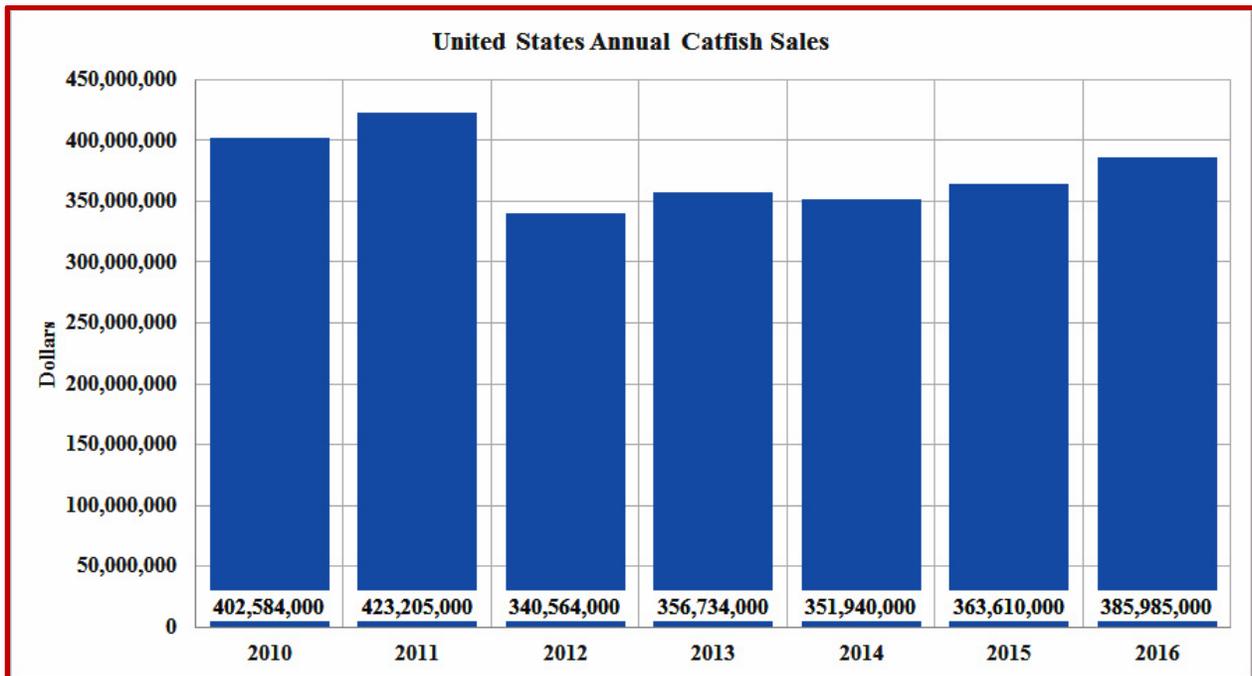


Figure 2. Annual commercial production catfish sales in the United States, 2010-2016. Source of raw data: USDA-National Agricultural Statistics Service (<https://quickstats.nass.usda.gov>).

Top Catfish Producing States

The top catfish producing states are Mississippi, Alabama, Arkansas, and Texas, as shown in Figure 3. Other states growing catfish include California, North Carolina, and the Other States. The Other States include state estimates not shown and states suppressed due to disclosure.

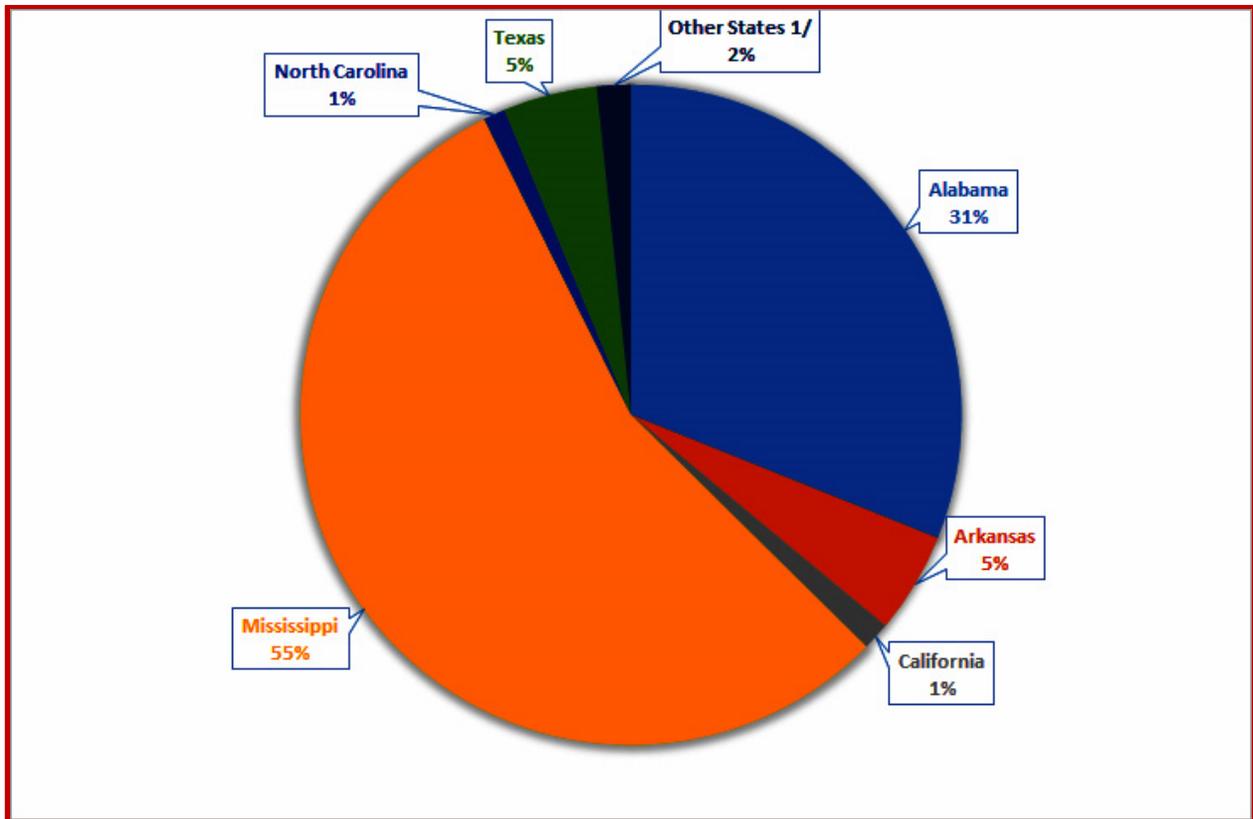


Figure 3. Annual commercial production catfish sales in the United States by producing states in 2016. Source of raw data: USDA-Economics, Statistics, and Market Information System (<http://usda.mannlib.cornell.edu>).

Catfish Businesses Registered in MarketMaker

There are more than 650 catfish farming businesses, processing plants, fish markets, and seafood restaurants registered in MarketMaker which harvest, process, sell, and serve catfish in the United States. Click this internet [LINK](#) to view the online catfish directory. Please bookmark this link for your future use. To search for catfish businesses in MarketMaker, go to <https://ms.foodmarketmaker.com/>. Click **Search**. Then type **catfish** in the space under Search MarketMaker.

Is this Newsletter beneficial to you, your business or your office?

Please participate in a two-minute assessment of the economic impacts of horticulture and marine economics research and extension program on your household, business or office at <https://www.surveymonkey.com/r/hortmarine>.

FREQUENTLY ASKED QUESTIONS

What is MarketMaker?

MarketMaker is the largest and most in-depth database of its kind featuring a diverse community of food-related businesses: buyers, farmers/ranchers, fisheries, farmers markets, processors/packers, wineries, restaurants and more. **MarketMaker** provides simple yet powerful search tools to connect with others across the production and distribution chain (<http://ms.foodmarketmaker.com/>).

Where can you find Mississippi MarketMaker?

MarketMaker is located at <http://ms.foodmarketmaker.com/>.

Ask Siri or Cortana to search for “Mississippi MarketMaker” on your smart phone.

How do you register your food business in Mississippi MarketMaker?

Click **Register** and type your email address and a password in the spaces under **Register**. Be prepared to enter information (and pictures) about your business.

What are the benefits in registering your food business in Mississippi MarketMaker?

Producers register their businesses in **MarketMaker** because food buyers of all types access our database to find products and services to meet their specific needs. Through **MarketMaker**, producers can reach more buyers and more efficiently form profitable business alliances.

How do you search for your business profile in Mississippi MarketMaker?

Click **Search** and type the name of your business in the space under **Search MarketMaker**.

How do you update your business profile in Mississippi MarketMaker?

Click **Register** and then click **UPDATE YOUR PROFILE**. Type your email address and password in the spaces under **Account Login**. Be prepared to enter updated information (and pictures) about your business.

MarketMaker Training Workshops

This training workshop is available upon request by a group of 6-12 producers, extension agents, state regulatory agencies staff and teachers. Each workshop will best fit the needs of the participants. Email Dr. Ben Posadas for details at ben.posadas@msstate.edu.

How do you search for local food businesses in Mississippi MarketMaker?

Click **Search** and type a keyword in the space under **Search MarketMaker**.

What is the Market Research tool of MarketMaker?

The MarketMaker research tool is an interactive mapping resource for identifying target markets, developing customized census profiles, and mapping food related businesses over demographic maps.

Where do you find the Market Research tool in MarketMaker?

Look for the **Market Research** section in MarketMaker and click **Research your market now** or **Use previous version**.