Sample Market Analysis

Market Analysis

Customers

Family Farmers Choice has developed a database of present customer who buy on a regular basis and customers who have bought only occasionally as the opportunity presents itself, such as at farmers markets. Customer demographics show the current customers are in an income range of \$45,000 or more, two income families, professional occupations, concerned about the environment and located primarily in urban areas. Research also shows these customers are Internet users and willing to order product from our business via the Internet.

Research conducted by Farmers Choice has verified that there is a market segment large enough to justify the investment in the processing facility. Further, the premium these consumers are willing to pay will allow the shipment of products to nearly all geographic locations in the country. Focus groups, market surveys and product demonstrations at several locations were used to develop demographic profiles of each promising location so that zip codes could be used to easily identify future markets when expansion is deemed appropriate. (Note: Results of the surveys can be provided if additional information is desired.)

A significant number of consumers are concerned about where their meat products are coming from and how these products are processed. The company will market directly to that group. Since they are highly informed consumers, however, a major task will be to establish credibility.

In the farmers markets targeted for sales there are an estimated 100,000 potential customers (based on census estimates). At present, Farmers Choice has reached only a fraction of that customer base.

Based on data in the U.S. Census Bureau databases, estimated customer potential is as follows:

Big Town Farmers Market	55,000
Lotus	10,000
Keeper	10,000
Sagmore	15,000
Cool Springs	5,000

Market Size and Trends

1997	18.2 billion pounds of pork produced
1998	19.0 billion pounds of pork produced
1999	19.4 billion pounds of pork produced

Source: Steve Meier, National Pork Producers Council. 1999 figures based on USDA estimate.

Average prices received by the producer have decreased in recent years:

1997	\$52.90	per	hundred	weight
1998	\$34.40	per	hundred	weight

U.S. per capita consumption of pork is declining:

85	980	57.3	pounds	per	person
1	996	49.1	pounds	per	person

In spite of declining per capita consumption of pork, consumers still spend more money on pork per year than on poultry and fish. Average annual expenditures for pork in 1998 were \$146 per

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Gaylon E. Greer, Phillip T. Kolbe

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Table of Contents Sample Market Analysis Report

- 1. Understanding the eBook Sample Market Analysis Report
 - The Rise of Digital Reading Sample Market Analysis Report
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Sample Market Analysis Report
 - Exploring Different Genres
 - o Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sample Market Analysis Report
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sample Market Analysis Report
 - Personalized Recommendations
 - Sample Market Analysis Report User Reviews and Ratings

- Sample Market Analysis Report and Bestseller Lists
- 5. Accessing Sample Market Analysis Report Free and Paid eBooks
 - Sample Market Analysis Report Public Domain eBooks
 - Sample Market Analysis Report eBook Subscription Services
 - Sample Market Analysis Report Budget-Friendly Options
- 6. Navigating Sample Market Analysis Report eBook Formats
 - o ePub, PDF, MOBI, and More
 - Sample Market Analysis Report Compatibility with Devices
 - Sample Market Analysis Report Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sample Market Analysis Report
 - Highlighting and Note-Taking Sample Market Analysis Report
 - Interactive Elements Sample Market Analysis Report
- 8. Staying Engaged with Sample Market Analysis Report
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sample Market Analysis Report
- 9. Balancing eBooks and Physical Books Sample Market Analysis Report
 - \circ Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sample Market Analysis Report
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sample Market Analysis Report
 - Setting Reading Goals Sample Market Analysis Report
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sample Market Analysis Report
 - Fact-Checking eBook Content of Sample Market Analysis Report
 - $\circ \ Distinguishing \ Credible \ Sources$

- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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