

PART VII

FARM MARKETING AND EXPENDITURES

Location For Marketing

Marketing of Ferry County farm products is affected by its distance from major cities and by a relatively small local market. Remoteness of the county adds enough to transport time and cost to hinder much of the area's competitive capabilities in the Spokane as well as the Puget Sound markets. Most Ferry County farms are 3 to 4 hours travel time from Spokane--the nearest metropolitan area. Remoteness, on the other hand, favors some agricultural trade within the county boundary but the local market is small. Much trade of farm goods is carried on with points in neighboring counties.

One U. S. highway and several state roads connect points within Ferry County. U. S. Highway 395 follows the Kettle River from its mouth on Roosevelt Lake to the Canadian border at Laurier in northeastern Ferry County. State Highway 21 parallels the Sanpoil River from where it empties into Roosevelt Lake in the southern part of the county northward to Republic. It continues from a point on State Highway 30 about 3 miles east of Republic northward along Sanpoil River, Curlew Lake, Curlew Creek and Kettle River to the Canadian border at Danville. State Highway 30 crosses the Kettle River Range through Sherman Pass (elevation 5,575 feet) connecting Republic and points west with the eastern part of the county. County and other roads provide access into the Kettle River Range and to settlements in the northwestern corner of the county.

Northern Ferry County is served by a branch line of the Great Northern Railway. The line runs from Republic northward to parallel the Kettle River into Canada and back again into northeastern Ferry County. It then extends across into Stevens County near the mouth of the Kettle River at Roosevelt Lake and eventually reaches Spokane.

Income: Value of Products Sold

Census of Agriculture data on the value of farm products sold show that the trend of gross farm income in Ferry County has been upward in recent years. Ferry County farms marketed \$1,327,441 worth of agricultural products in 1959 compared with \$1,186,402 in 1954 and \$1,066,056 in 1949. Ferry County ranked thirty-fourth among Washington counties in value of all farm products sold in 1959.

Table 26. Crops Marketed From Ferry County Farms, 1959

Crops Marketed	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Fruits	\$ 10,027	2.5
Field Crops other than vegetables and fruits	136,556	34.5
Vegetables	13	--
Forest Products	<u>249,788</u>	<u>63.0</u>
Total amount received by farmers for cash crops	\$396,348	100.0

Source: U. S. Census of Agriculture.

Table 27. Livestock and Livestock Products Marketed
Ferry County, 1959

Class of Livestock and Products Sold	Amount Received By Farmers (dollars)	Percent of the Total Value
Livestock Sold Alive (cattle and calves, horses and mules, hogs, sheep)	\$896,270	96.3
Dairy Products (whole milk, butterfat)	15,997	1.7
Poultry and Poultry Products (chickens, eggs, turkeys, ducks, etc.)	12,856	1.4
Other Livestock Products	<u>5,934</u>	<u>.6</u>
Total amount received for Livestock and Livestock Products	\$931,057	100.0

Source: U. S. Census of Agriculture, 1959.

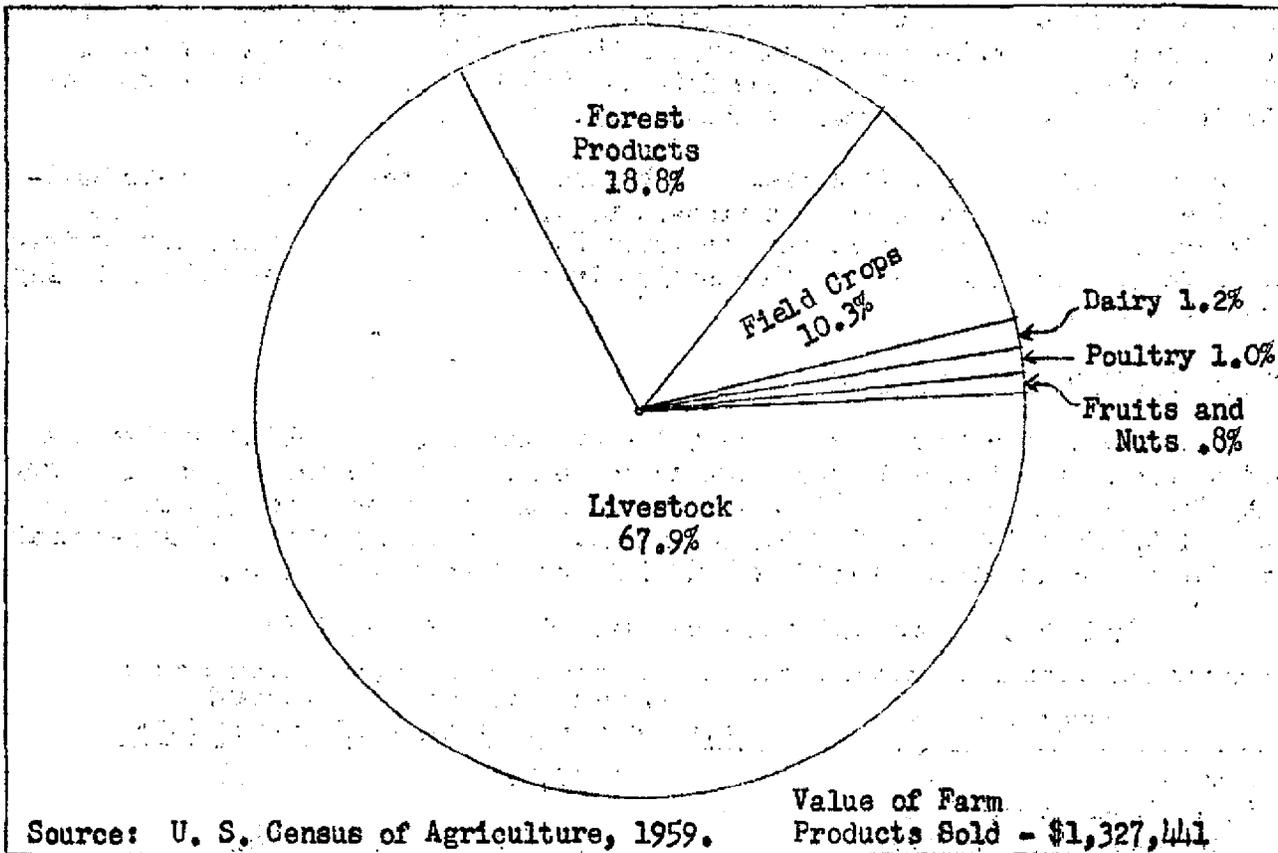


Figure 11. Sources of Cash Income, Ferry County, 1959

Total farm sales value of livestock and livestock products for 1959 in Ferry County amounted to \$931,057 or 23.8 percent above the \$751,719 reported in the 1954 Census. The 1959 total represents 70 percent of the value of all farm

products sold in the county during that year which was above the corresponding figure of 63 percent five years earlier in 1954.

All crops (i.e., fruits, field crops, vegetables and forest products) sold off Ferry County farms in 1959 were valued at \$396,384. This total was 30.4 percent above the corresponding figure for 1954 and represented 30 percent of the total value of all agricultural products sold in the county in 1959.

Sales of farm products and farm incomes vary considerably by type and size of farm. In 1959, about 54 percent of the farms in Ferry County were considered commercial operations by the Census of Agriculture. The remainder was composed of noncommercial units of part-time and part-retirement operations. In 1959, the largest percentage (28.7 percent) of Ferry County farms were Class VII, defined as noncommercial, part-time operations. The second largest group consisted of part-retirement Class VIII units which represented about 17.2 percent of the total number of county farms. Among the commercial farms, Class IV and V were the largest in numbers in 1959. Class IV farms are defined as those with annual agricultural sales per unit ranging between \$5,000 to \$9,999, while the limits for Class V operations are \$2,500 and \$4,999.

Table 28. Farms by Economic Class
Ferry County, 1959

Economic Class	Value of Farm Products Sold	Number of Farms ^{1/}	Percent of Total Estimated Farms in the County
Class I	\$40,000 and over	3	1.2
Class II	\$20,000 to \$39,999	7	2.9
Class III	\$10,000 to \$19,999	19	7.8
Class IV	\$ 5,000 to \$ 9,999	38	15.6
Class V	\$ 2,500 to \$ 4,999	37	15.1
Class VI ^{2/}	\$ 50 to \$ 2,499	28	11.5
Total Commercial Farms		132	54.1
Class VII (Part-time)	\$ 50 to \$ 2,499	70	28.7
Class VIII (Part-retirement)	\$ 50 to \$ 2,499	42	17.2
Total Non-commercial Farms		112	45.9

- ^{1/} The totals for farms by economic class are estimates for all farms made on the basis of data reported only for the sample farms.
- ^{2/} Farms with a value of sales of \$50 to \$2,499 were classified as commercial if the farm operator was under 65 years of age and (1) he did not work off the farm 100 or more days during the year and (2) the income received by the operator and members of his family from nonfarm sources was less than the value of all farm products sold.

Source: U. S. Census of Agriculture, 1959.

Marketing Livestock: Cattle, Hogs, Sheep and Horses

Sale of livestock is the major farm marketing activity in Ferry County. Livestock sales off Ferry County farms amounted to \$896,270 in 1959 or 31 percent above the 1954 figure of \$684,032. The 1959 figure represented 67.5 percent of the total value of all farm products sold in the county during the year.

Cattle and calves are the major animals sold within the livestock marketing activities of Ferry County. In 1959, a total of 163 farms reported selling 6,329 head of cattle and calves worth \$831,601 or about 93 percent of the county's total livestock sales during the year. Calves made up about 63 percent of the number sold.

About 7 percent of the farm income derived from the sale of livestock in 1959 came from the marketing of hogs, sheep and horses. In 1959, 65 Ferry County farms sold alive 1,062 hogs and pigs valued at \$35,046. In the same year, \$26,000 worth of sheep and lambs numbering 2,000 were sold off 17 farms. Also, 21 farms realized a total income of \$3,623 from the sale of 33 horses and mules.

Market outlets for Ferry County's live animals are good. Most Ferry County livestock is hauled to other counties for auction and sale. The county's finished and feeder animals are sold at state-licensed livestock sales yards located at Colville, Tonasket, Omak, Okanogan and Davenport. Ferry County is an important source of feeder cattle which are bought and shipped to feeding yards in the Columbia Basin, Yakima Valley and the Spokane area. Finished cattle and hogs are purchased by buyers representing meat packing companies in Spokane, Wenatchee, Yakima and the Puget Sound region.

Marketing Farm Forest Products

A significant amount of the farm income in Ferry County comes from the sale of forest products. In 1959, farms numbering 50 made sales of forest products amounting to \$249,788. Five years earlier in 1954, the corresponding figure was \$130,784. The 1959 figure represented about 19 percent of the value of all farm products sold in the county. About 47 percent of the 1959 sales figure represented the marketing of standing timber by 39 farms. The remaining percentage involved the sale of firewood, fence posts and sawlogs off 22 farms. Farmers find market outlets at mills located in the Republic and Curlew areas.

Marketing of Field Crops

In 1959, Ferry County farmers sold field crops amounting to \$136,556 or nearly 50 percent below the 1954 figure of \$271,085. Field crop sales accounted for 10.3 percent of the total value of all farm products sold in the county.

More acreage is devoted to hay than any other crop grown in Ferry County. Most of the hay is consumed locally on the farm where grown. In 1959, alfalfa and clover-timothy accounted for about 96 percent of the total amount of hay sold off the farm in the county. Only 7 percent of the alfalfa harvested during the year was sold off the farms. Also in the same year, 8.4 percent of the clover-timothy cut was marketed by the farmers.

Ferry County's wheat is marketed for grain and is also cut for hay. Nearly 90 percent of the wheat harvested for grain was sold off the farms in 1959. In the same year, 9,381 bushels of oats, 7,856 bushels of barley and 946 bushels of

rye were sold as grain off Ferry County farms. Grain also was cut for hay and used locally. Market outlets for the county's grain are provided by mills and elevators located throughout northeastern Washington.

Marketing Dairy Products

Dairying plays a minor role in the total farm marketing activities of Ferry County. Sales of dairy products off Ferry County farms amounted to \$15,997 in 1959 or 65.6 percent below the 1954 figure of \$46,510. The 1959 figure represented 1.2 percent of the total value of all farm products sold in the county during the year.

Dairy products sold in 1959 included 288,328 pounds of whole milk from 5 farms and 10,051 pounds of butterfat in cream off 26 farms. Farm dairy products are marketed largely in Republic. Ferry County is too distant from Spokane to be part of the Inland Empire milk marketing area.

Marketing Poultry and Eggs

Ferry County's poultry industry is small. The county's farmers marketed \$12,856 worth of poultry products in 1959, nearly 30 percent below the corresponding figure of \$18,309 in 1954. Sales of poultry products in 1959 represented 1.3 percent of the total value for all livestock and their products sold and one percent of the value of all farm products sold in the county.

Eighty-two Ferry County farms reported sales of poultry and poultry in 1959 compared with 128 in 1954. In 1959, about 33,217 dozen eggs were sold or nearly 7 percent above the 31,095 dozen reported for 1954. Farms which sold chicken eggs numbered 68 in 1959.

Chickens sold off the farms in 1959 totaled 2,109. The farm sales of turkeys, ducks, geese, other miscellaneous poultry and their eggs amounted to a total value of only \$402 in 1959. Farmers sell most of the poultry and eggs to local retailers and handlers.

Marketing of Other Crops

Among the very minor crops grown in the county in 1959 were fruits, berries, vegetables, field corn, potatoes and field seed of which some were marketed. In 1959, the farm marketing of fruit was most important among the minor crops. Eight farms reported a total of 43 acres of fruit orchards and vineyards in that year. Fruit sold off Ferry County farms amounted to a total value of \$10,027 in 1959.

Specified Farm Expenditures

Specified farm expenditures estimated on a basis of reports from sample farms in Ferry County by the Census of Agriculture amounted to \$434,000 in 1959 which represented 32.7 percent of the value of all farm products sold during the year. The largest expenditure for the year was for the purchase of livestock and poultry by 108 Ferry County farms which amounted to \$181,858. Expense for gasoline, petroleum fuel and oil related only to costs of producing and hauling farm products was the second major item amounting to \$87,941 on 224 farms. Feed for livestock and poultry cost 189 farms a total of \$80,868 in 1959. The expense figure also included the cost of grinding and mixing of feed.

Outlay for hired labor totaled \$64,163 on 93 Ferry County farms during the year. Also, machine hire cost 34 county farmers an estimated \$9,596. Machine hire expenditures relate to custom machine work, such as tractor hire, threshing, grain or seed combining, silo filling, baling, plowing, spraying and dusting. The amount spent for labor included in machine hire was considered part of the total expenditure. The sixth major cost which amounted to \$9,574 represents the total amount spent during the year for seeds and plants which were used on 86 farms.

Table 29. Specified Farm Expenditures in 1959
Ferry County

Type of Expenditure	Number of Farms Reporting	Expenditures of All Farms
Feed for livestock and poultry	189	\$ 80,868
Purchase of livestock and poultry	108	181,858
Machine hire	34	9,596
Hired labor	93	64,163
Gasoline, petroleum fuel and oil	224	87,941
Seeds, bulbs, plants and trees	86	9,574
Total expended		434,000

Source: U. S. Census of Agriculture.

Fertilizer

About 11.7 percent of the farms in Ferry County used commercial fertilizer in 1959. Around 94 tons of dry fertilizer were used by 33 farms during the year.

More fertilizer was used on hay and cropland pasture than any other crop in the county during the 1959 season. Hay and cropland pasture accounted for nearly 65 percent of all fertilizer used and for 69.4 percent of the total 1,334 acres fertilized in the county in 1959. Small acreages of wheat and barley were also fertilized in that year.

Table 30. Use of Commercial Fertilizer on Crops and Pasture
Ferry County, 1959

Crops and Pasture Fertilized	Farms Reporting Use of Fertilizer	Acres Fertilized		Tons Used	
		Total (Acres)	Percent of Acreage Fertilized	Total (Tons)	Percent of Total Amount Used
Total Commercial Fertilized Used	33	1,334	100	94	100
Hay and Cropland Pasture	27	925	69.4	61	64.9
Wheat	10	286	21.4	24	25.5
Barley	3	84	6.3	5	5.3
All Other Crops	1	39	2.9	4	4.3

Source: U. S. Census of Agriculture.