

## PART VII

## FARM MARKETING AND EXPENDITURES

Location for Marketing

Stevens County's earlier isolation has been largely overcome by modern transportation systems. Most of the county's farms are located near highways and railroads which allow them to economically compete within the Spokane and Inland Empire agricultural markets. Remoteness of the northern part of the county, however, adds enough to transport costs to hinder that area's competitive capabilities in the Spokane as well as the Puget Sound or Columbia River markets. Although the county is traversed by highways and railroads going into Canada, customs duties and Canadian preference for their own products limit the movement of hay, grain, livestock and livestock products northward. Marketing farm products in Stevens County is to a large part dependent on sales in the Spokane metropolitan area which has a population of over a quarter million. Most of Stevens County is within a 90-mile radius or a three hour zone by truck from Spokane. Remoteness of the area, on the other hand, has given the local producers some cost advantages in selling certain items to the population living within the county.

Transportation

Transportation facilities for moving farm products to markets within and outside of Stevens County are good. The main cross-country route is U. S. Highway 395 which leaves Spokane, enters Stevens County near Clayton and follows the Colville River and the Kettle River into British Columbia, Canada. Truck mileages from Spokane on this highway are as follows: Kettle Falls 75, Colville 65, Chewelah 50 and Clayton 25. U. S. Highway 395 is tied with State Highway 30 for points west. In western and northern Stevens County, State Highway 25 follows the east bank of the Columbia River (Franklin D. Roosevelt Lake) almost entirely except in the north where it enters Canada. This route provides marketing opportunities in Spokane for farmers in the areas surrounding Fruitland, Hunters, Cedonia, Daisy and Rice. State roads 231 and 292 give the Springdale area and the Spokane Indian Reservation access to Spokane. Colville is connected with Pend Oreille County to the east by State Highway 294.

Great Northern's branch railroad line which connects Spokane with cities on the rail network of Canada runs the full length of the Colville and Kettle River Valleys. Numerous siding facilities are available in the towns and at other points in the Colville Valley. Rail facilities have been particularly advantageous in the marketing of sawlogs cut from farm woodlands. Formerly, railroads were the main carriers of farm products to market but today trucks have assumed most of this burden.

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 Stevens County has been upward in recent years. Stevens County farms marketed \$9,512,472 worth of agricultural products in 1959 compared with \$6,103,363 in 1954 and \$5,148,871 in 1949. Stevens County ranked twenty-second among Washington counties in value of all farm products sold in 1959.

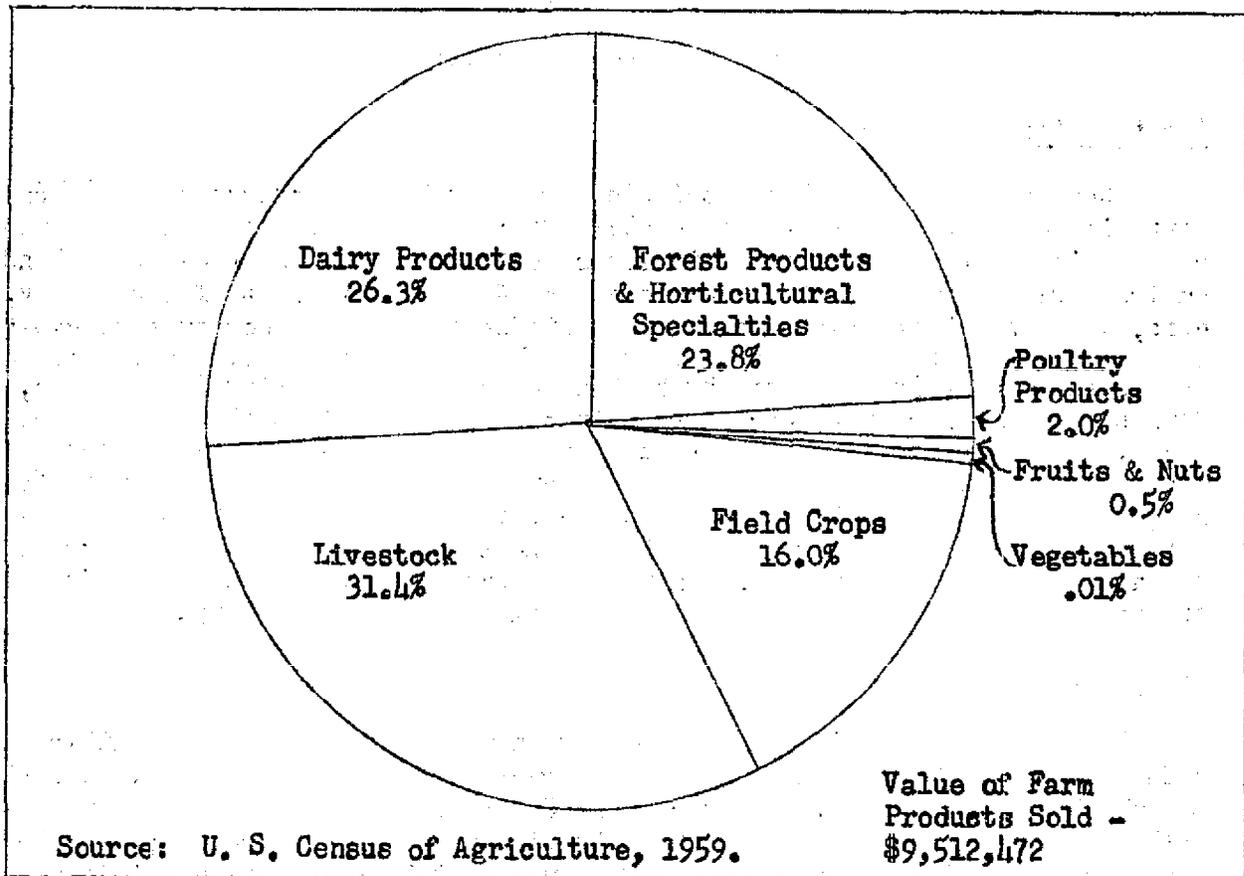


Figure 13. Sources of Cash Farm Income, Stevens County, 1959

Table 27. Crops Marketed From Stevens County Farms, 1959

Crops Marketed	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Fruits (apples, peaches, cherries, apricots, pears, etc.)	\$ 44,224	1.1
Field Crops (alfalfa, wheat, oats, barley, clover-timothy hay, etc.)	1,524,987	39.7
Vegetables (sweet corn, carrots, tomatoes, etc.)	1,398	.03
Forest Products and Horticultural Specialties	<u>2,265,848</u>	<u>59.1</u>
Total amount received by farmers for cash crops	\$3,836,457	100.0

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

All crops (i.e., field crops, vegetables, fruits, horticultural specialties and forest products) sold off Stevens County farms in 1959 were valued at \$3,836,457. This total was 68 percent above the corresponding figure for 1954 and represented 40 percent of the total value of all agricultural products sold in the county in 1959.

Total farm sales value of livestock and livestock products for 1959 in Stevens County amounted to \$5,676,015, or 49 percent above the \$3,816,908 reported in the 1954 Census. The 1959 total represents 60 percent of the value of all farm products sold in the county during that year, which was comparable to the corresponding figure of 62 percent five years earlier in 1954.

Table 28. Livestock and Livestock Products Marketed  
Stevens 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)	\$2,970,223	52.3
Dairy Products (whole milk, butterfat)	2,499,445	44.0
Poultry and Poultry Products (chickens, eggs, turkeys, ducks, etc.)	188,933	3.3
Other Livestock Products	17,414	0.4
Total amount received for Livestock and Livestock Products	\$5,676,015	100.0

Source: U. S. Census of Agriculture

Sales of farm products and farm incomes vary considerably by type and size of farm. In 1959, about 58 percent of the farms in Stevens County were considered commercial operations by the Census of Agriculture. In the same year, an additional 6.5 percent of the farms in the county were classified as commercial units under the Class VI Census definition (see footnote 2 in Table 29). An estimated 553 farms were tabulated as noncommercial units consisting of part-time and part-retirement operations. In 1959, the largest percentage (25.8 percent) of Stevens County farms were Class VII, defined as noncommercial, part-time operations. The commercial Class V category, with agricultural sales per unit ranging between \$2,500 to \$4,999, ranked second in percentage (22.7 percent) of total county farms for the same year.

#### Marketing Livestock: Cattle, Sheep, Hogs and Horses

Sale of livestock is the major farm marketing activity in Stevens County. Sales of livestock off Stevens County farms amounted to \$2,987,637 in 1959 or 58 percent above the 1954 figure of \$1,895,228. The 1959 figure represented 31 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 Stevens County. In 1959, a total of 1,191 farms reported selling 20,897 head of cattle and calves worth \$2,506,394 or about 84 percent of the county's total livestock sales during the year. Calves made up about 46 percent of the number sold.

Table 29. Farms by Economic Class  
Stevens County, 1959

Economic Class	Value of Farm Production	Number of Farms <sup>1/</sup>	Percent of Total Estimated Farms in the County
Class I	\$40,000 and over	8	0.5
Class II	\$20,000 to \$39,999	42	2.7
Class III	\$10,000 to \$19,999	189	12.2
Class IV	\$ 5,000 to \$ 9,999	307	19.8
Class V	\$ 2,500 to \$ 4,999	352	22.7
Class VI <sup>2/</sup>	\$ 50 to \$ 2,499	101	6.5
Total Commercial Farms		999	64.4
Class VII (Part-time)	\$ 50 to \$ 2,499	401	25.8
Class VIII (Part-Retirement)	\$ 50 to \$ 2,499	152	9.8
Total Non-commercial Farms		553	35.6

<sup>1/</sup> The totals for farms by economic class are estimates for all farms made on the basis of data reported only for the sample farms.

<sup>2/</sup> 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.

About 16 percent of the farm income derived from the sale of livestock in 1959 came from the marketing of hogs, sheep and horses. In 1959, 356 Stevens County farms sold alive 11,833 hogs and pigs valued at \$390,489. In the same year, \$56,706 worth of sheep and lambs numbering 4,362 were sold off 113 farms. Also, 71 farms realized a total income of \$16,634 from the sale of 133 horses.

Market outlets for Stevens County's live animals are good. An important outlet are the licensed community livestock auction yards. Local livestockmen haul their animals to yards in Colville, Deer Park in northern Spokane County, Davenport in Lincoln County and Spokane. Sales are held once a week at Colville, Deer Park and Davenport and three times a week at Spokane. Other sales are made direct to buyers from the packing companies and to butchers for the locker beef and pork trade. There are several packing companies in the region. A federal inspected slaughter plant is located in Colville while 4 federal inspected packers and one state inspected slaughter house are found in Spokane. Live animals are also shipped to Spokane stockyards for further shipment to Seattle, Tacoma or Yakima. Animal products such as wool and hides find markets in Spokane.

### Marketing Dairy Products

Sales of dairy products off Stevens County farms amounted to \$2,499,445 in 1959 or 45 percent above the 1954 figure of \$1,722,378. The 1959 figure represented 26 percent of the total value of all farm products sold in the county during the year. Also in 1959, Stevens County ranked tenth among Washington counties in the value of dairy products sold.

Dairy products sold in 1959 included 49,541,012 pounds of whole milk from 290 farms. Stevens County led the state in farm sales of butterfat in 1959 with 351,312 pounds sold off 461 farms. In whole milk sales from farms, Stevens ranked eleventh among the state counties.

The major part of Stevens County's milk and cream production is marketed in the Spokane urban area with only a small proportion of factory milk going to minor dairies in the surrounding area. The Spokane milkshed includes not only counties in eastern Washington but those in northern Idaho and western Montana. Tank trucks collect whole milk from the entire area for the dairy plants located in Spokane. Since transport costs increase with distance from Spokane, most milk producers in Stevens County are located in the southern part of the county.

### Marketing Forest Products and Horticultural Specialty Products

A significant amount of the farm income in Stevens County comes from the sale of forest products. In 1959, Stevens County ranked first among Washington counties in value of forest products sold off farms. Farms numbering 356 made sales amounting to \$2,229,992 or about 23 percent of the value of all farm products sold in the county during that year. About 66 percent of the sales figure represents the marketing of standing timber by 214 farms. The remaining percentage involved the sale of firewood, pulpwood, fence posts, sawlogs, Christmas trees and other miscellaneous products off 240 farms. Farm woodlot products are sold to mills located at Northport, Kettle Falls, Colville, Chewelah and elsewhere within and outside of the county.

In 1959, only 3 farms reported growing horticultural specialties for sale in Stevens County. Total sales amounted to \$35,600 during the year, most of which came from the selling of cut flowers, potted plants, florist greens and bedding plants.

### Marketing Field Crops: Hay, Small Grains and Potatoes

In 1959, Stevens County farmers sold field crops amounting to \$1,524,987 or 40 percent of the value of all crops sold off the farm. Field crops sales accounted for 16 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 Stevens County. The county's production of alfalfa and clover-timothy hay is largely consumed locally on livestock and dairy farms as well as on feed lots. An increasing amount of local alfalfa hay has been marketed outside of the county in recent years. Silage cut from clover, alfalfa and grass mixtures grown in the county is used almost exclusively for feeding dairy cattle, especially during the winter months.

Stevens County's wheat production is used locally for feed and is also marketed as grain. The market outlets for wheat include local storage facilities,

feed mills and flour mills as well as those in other counties. Spokane is a prime outlet for commercial grain in the region.

Most of the oats are threshed and consumed locally as livestock feed. Barley also is harvested primarily for feed but some is used as seed. Rye is used locally, often cut green for hay and as a grain feed.

Marketing of the county's potato production is inconsequential. Only 240 tons were harvested from 60 acres in 1962.

#### Marketing Poultry and Eggs

The poultry industry in Stevens County provides, for many farmers, all or a substantial part of their income each year. Stevens County farmers marketed \$188,933 worth of poultry products in 1959, nearly 5 percent below the corresponding figure of \$199,502 in 1954. Sales of poultry products in 1959 represented 3.3 percent of the total value for all livestock and their products sold and 2 percent of the value of all farm products sold in the county.

Over 430 Stevens County farms reported sales of poultry and poultry products in 1959 compared with 718 in 1954. In 1959, about 502,721 dozen eggs were sold or nearly 44 percent above the 349,522 dozen reported for 1954. Over 380 Stevens County farms reported selling chicken eggs in 1959. Many of the eggs are marketed through the Western Farmers Association plant in Spokane.

Chickens sold in 1959 totaled 28,386, or about 28 percent below the figure of 39,217 reported in 1954. The reduction between the two years is accounted for by the drop in the number of broilers sold from 19,104 birds by 4 farms in 1954 to only 4,000 off 2 farms in 1959. The sales of turkeys, ducks, geese, other miscellaneous poultry and their eggs off the farm also dropped from a total value of \$24,272 in 1954 to \$2,076 in 1959. These items were marketed off 96 farms in 1954 compared with 28 in 1959. The marketing of poultry is primarily aimed for sales in the Spokane urban area and secondly for the local scene.

#### Marketing Fruit and Vegetables

In 1959, tree fruits and berries valued at \$14,224 were sold off 94 Stevens County farms. Apples, peaches and cherries were the main fruits harvested along with some strawberries and raspberries. Vegetable sales from 18 farms amounted to only \$1,398 in 1959. The total amount of sale for both fruit and vegetables declined between 1954 and 1959. These commodities are wholesaled locally, shipped to processors in Spokane, sold directly off the farms for frozen storage lockers and for fresh market retailing in the towns or consumed on the farm.

#### Specified Farm Expenditures

Specified farm expenditures estimated on a basis of reports from sample farms in Stevens County by the Census of Agriculture amounted to \$3,134,282 in 1959 which represented 33 percent of the value of all farm products sold during the year. The largest expenditure for the year was for feed for livestock and poultry which added up to \$1,362,615, showing the importance of livestock farming in the county. The expense figure also included the cost of grinding and mixing of feed. Purchases of livestock feed were reported by 1,291 farms in the 1959 Census. Expense for gasoline, petroleum fuel and oil related only to the costs of producing

and hauling farm products was the second major item amounting to \$604,556 on 1,526 farms. Purchase of livestock and poultry ranked third as a major cost to Stevens County farmers in 1959. Livestock and poultry worth about \$504,370 were purchased by 783 farms during 1959. Outlay for hired labor totaled \$448,911 on 660 Stevens County farms. Machine hire cost 605 county farmers an estimated \$112,628 during 1959. Machine hire expenditures relate to custom machine work, such as tractor hire, threshing, grain or seed combining, silo filling, baling, corn picking, plowing, vegetable harvesting, fruit picking, spraying and dusting. The amount spent for labor included in machine hire was considered part of total expenditure. The sixth major cost which amounted to \$101,202 represents the total amount spent during the year for seeds, bulbs, plants and trees which were used on 710 farms.

Table 30. Specified Farm Expenditures in 1959  
Stevens County

Type of Expenditure	Number of Farms Reporting	Expenditure of All Farms	Average Per Farm
Feed for Livestock and Poultry	1,291	\$1,362,615	\$1,055
Purchase of Livestock and Poultry	783	504,370	644
Machine hire	605	112,628	186
Hired labor	660	448,911	680
Gasoline, petroleum fuel and oil	1,526	604,556	396
Seeds, bulbs, plants and trees	710	101,202	142
Total expended		\$3,134,282	

Source: U. S. Census of Agriculture.

### Fertilizer

About 27 percent of the farms in Stevens County used commercial fertilizer in 1959. Over 1,100 tons of dry fertilizer were used by 379 farms while 82 farms applied 186 tons of the liquid type 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 53 percent of all fertilizer used and for 40 percent of the acreage fertilized in the county. Wheat ranked second with 5,825 acres fertilized. Barley and other pasture followed, in that order.

Table 31. Use of Commercial Fertilizer on Crops and Pasture  
Stevens County, 1959

Crops and Pasture Fertilized	Farms Reporting Use of Fertilizer	Acres Fertilized		Amount Used	
		Total (Acres)	Percent of Acreage Fertilized	Total (Tons)	Pounds Per Acre
Total Commercial Fertilizer Used	437	18,326	100	1,346	27,200
Hay and Cropland Pasture	230	7,261	39.6	708	20,600
Other Pasture	62	1,323	7.2	84	31,400
Wheat	181	5,825	31.8	337	34,600
Barley	123	2,641	14.4	122	43,200
All Other Crops	82	1,276	7.0	95	26,800

Source: U. S. Census of Agriculture.