

## Clackamas County sales total \$107.5 million

# 1981 agricultural sales increase 5.8 percent

Despite the general downturn during 1981, Oregon's diversified agriculture managed a 5.8 percent increase in sales over 1980.

Total 1981 gross income from agricultural commodity sales in Oregon came to \$1.76 billion, reported Stan Miles, Oregon State University extension economist.

The percentage increase was small when compared to how the state's wood products industry fared in 1981.

Clackamas, Malheur, Marion, Morrow and Umatilla counties all topped \$100 million in farm sales in 1981. The top county was Marion with \$190 million.

"Oregon agriculture owes its stability in these difficult times to its diversity," said Miles. "It's noteworthy that even though high interest rates and inflation created very poor business conditions during 1981, 85 Oregon agricultural commodities grossed \$1 million or more in sales."

Sales from all crops were \$1.148 billion, up 4.1 percent from last year, and livestock and poultry product sales were \$612 million, up 9.1 percent.

These figures reflect gross sales only and do not represent net income, Miles said.

Farm production costs increased about six percent during 1981, making it a break-even year for many agricultural producers, Miles said. However, the six percent figure "is down significantly from the 1980 average farm production cost increase of 12 percent, and indicates inflation is slowing," Miles said.

A highlight of Oregon agriculture in 1981 was Umatilla County's wheat production. The county harvested 302,000 acres of wheat with an average yield of 75 bushels per acre. Total wheat sales for

Umatilla County were \$85 million, accounting for 29 percent of Oregon's total wheat sales figure.

Small fruits and berries had the largest increase with total sales up 23.3 percent. Only tree fruits and nuts recorded losses in sales from last year, both coming down just over two percent.

Grain sales were up 2.5 percent from last year. Prices remained about the same and wheat production of 78 million bushels topped last year's record of 77.4 million bushels. Miles said this year's production would have been even higher if the Willamette Valley wheat crop hadn't been reduced by poor weather and disease.

Sales of hay and silage dropped slightly from \$63 million in 1980-81 to \$61.8 million this year. According to Miles, hay production was about the same as last year, but prices were down \$15 to \$20 a ton. Silage was unchanged in production and price.

Grass and legume seeds increased 4.5 percent. Production was hurt by poor spring weather and plant diseases for many seed crops.

The price of annual rye grass seed was up almost 50 percent, and perennial rye grass seed price was up 15 percent.

Field crop sales were up 11.6 percent, or \$18 million over last year. Potatoes were the major cause of the increase, bringing in \$13.5 million more in sales than last year.

Tree fruits and nuts showed a 2.3 percent decrease in sales. Apple and cherry prices were up, while Bartlett pear prices dropped about 40 percent. Sweet cherry production was up 34 percent, to 42,690 tons.

Small fruits and berries were up \$7 million. Most of the increase came from increased prices and produc-

tion of strawberries and raspberries. The price of other small fruits and berries remained about the same.

Vegetable crop sales were up 8.5 percent. Much of the increase came from greater production and prices for sweet corn. Bush beans were down, largely because of a large carryover from last year and thus fewer contracted acres.

Specialty crops (nurseries, greenhouses, bulbs, Christmas trees, farm forestry) remained basically the same. Farm forestry sales were down about \$9 million, but all other specialty crop categories were up moderately, Miles said.

Sales of cattle and calves were up five percent.

"The increase was due

more to greater numbers of cattle being sold than an increase in price," Miles said. "Many cow-calf operations had a very hard year economically in 1980-81."

Dairy producers had a fairly good year with sales of dairy products up 12-14 percent. The increase was primarily due to increases in number of dairy cows and milk production per cow and a moderate increase in dairy product prices.

Sales of eggs and poultry registered an increase of 10.4 percent. Production of broilers, turkeys and eggs was up, but turkey prices were at or below the break-even level, Miles said.

Other livestock, including sheep, horses and hogs had an increase in sales of 14.9 percent. Hog

sales remained steady. Sheep sales increased \$4 million over last year, but because of more animals sold rather than better prices. Sales of horses this year were about \$2.5 million higher than in 1980-81.

Miles said the overall impact of farm sales on Oregon's economy can be determined by using a multiplier of three.

"Agriculture generated approximately \$5.3 billion in Oregon in 1981," Miles said. "This figure is calculated by taking into consideration exchanges that occur with farm processors and handlers, agribusiness firms, farm purchases, services to farmers, farm employment and family expenses."

Oregon farm sales

estimates are made every year by the OSU extension service. County extension agents work with Miles in contacting producers, brokers, handlers, processors, and others in the food chain.

Estimates are made on more than 100 agricultural commodities. Figures on major commodities are compared with those estimated for the state by the USDA's Crop and Livestock Reporting Service.

Statewide sales by commodity groups for 1981 were as follows (with percentage change from 1980 indicated): grains, \$345 million (+2.5 percent); hay and silage, \$62 million (-2.3 percent); grass and legume seeds, \$107 million (+4.6 percent); field crops, \$173

million (+11.6 percent); tree fruits and nuts, \$96 million (-2.2 percent); small fruits and berries, \$39 million (+23.3 percent).

Vegetable crops, \$124 million (+8.4 percent); specialty crops, \$202 million (+0.7 percent); cattle and calves, \$305 million (+5.1 percent); dairy products, \$172 million (+13.9 percent); eggs and poultry, \$68 million (+10.4 percent); miscellaneous animals, \$67 million (+14.9 percent).

Sales by counties were as follows: Marion, \$189.5 million; Umatilla, \$171.8 million; Malheur, \$142.9 million; Clackamas, \$107.5 million; Morrow, \$105.7 million; Linn, \$99.4 million; Washington, \$80.8 million; Klamath, \$70.5 million; Yamhill, \$67.9

million; Lane, \$58.6 million; Polk, \$45.7 million; Tillamook, \$44.8 million; Wasco, \$42.4 million; Jackson, \$39.1 million; Jefferson, \$38.1 million; Sherman, \$36.1 million.

Multnomah, \$35.3 million; Benton, \$35.1 million; Hood River, \$34.6 million; Douglas, \$32.3 million; Union, \$29.5 million; Gilliam, \$28 million; Baker, \$26.6 million; Lake, \$26.5 million; Crook, \$25 million; Harney, \$23.8 million; Coos, \$24.1 million; Wallowa, \$19.9 million; Josephine, \$15.5 million; Grant, \$14.7 million; Deschutes, \$13.1 million; Columbia, \$12.3 million; Clatsop, \$7.1 million; Curry, \$6.2 million; Wheeler, \$4.6 million; Lincoln, \$3.6 million.

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## Lien law stops double payment for homeowners

A new law which went into effect January 1, may keep homeowners from having to pay twice for work done on their homes.

Under the Oregon Construction Lien Law, a homeowner who has paid a contractor may also have to pay the contractor's subcontractors or material suppliers if the contractor fails to do so. This double payment may be necessary to avoid foreclosure of subcontractor or materials supplier liens against the homeowner's property. Foreclosure of a lien means that the homeowner's property could be sold to pay the lienholder.

The purpose of the new law is to help homeowners understand the basics of the Construction Lien Law and how they can protect themselves from "pay-twice" situations.

Beginning Jan. 1, original contractors must give each homeowner with whom they have a contract in excess of \$1,000 an Information Notice to Owner about construction liens. Any contractor who fails to provide the notice will lose the right to costs, disbursements, or attorneys' fees otherwise allowable in a construction lien. In addition, the contractor's Builders Board registration will be subject to suspension.

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