Oregon Farms Generate Buying Power

$176 million first step beyond the farm gate---

by

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AGRICULTURAL EXPERIMENT STATION
OREGON STATE COLLEGE, CORVALLIS
OREGON AGRICULTURE PROVIDED THIS IN 1956:

A. Direct labor:
   1. Farm production $79,000,000
   2. Processing $68,000,000
      Total direct labor $147,000,000

B. Supplies and miscellaneous:
   1. Farm production $222,000,000
   2. Processing $108,000,000
      Total supplies & miscellaneous $330,000,000

Total direct labor, supplies, and miscellaneous $477,000,000

C. Net farm income ($395,000,000 - $301,000,000) $94,000,000

BUYING POWER OREGON FARMS GENERATE $571,000,000

In 1956 and again in 1957 Oregon farmers received about $395,000,000 for all products sold. In 1956 Oregon farmers had total farm expenses of $301,000,000. In other words, farmers spent $301,000,000 to produce $395,000,000 of salable farm products. It is estimated that farm production generated $79,000,000 of direct payroll, $53,000,000 of which was paid directly to hired farm labor and $26,000,000 was paid to persons selling farm supplies and equipment of all kinds.

On the marketing side, total value added by processing and handling was estimated at $176,000,000 in 1956. Of this amount, $68,000,000 was considered to be direct payroll.

Number of worker equivalents in all activities, excluding farm operators, was estimated at 40,461.
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LIMITATIONS

The figures contained in this report are estimates. These estimates are based on cost accounts of representative firms in the industry, cost studies when available, data from the 1954 Census of Manufacturers, data from the Oregon Unemployment Compensation Commission, data from the Oregon Crop Reporting Service, and judgments of managers or owners of plants processing and handling farm products, those handling farm supplies, and others. Data taken from published reports were those available as of January, 1958.

Figures in this report on the "value added by processing" include only the goods and services added in the first step in marketing beyond the farm gate.

In the case of most fruits and vegetables, this means either canning or freezing the products. With milk, it means the making of butter, cheese, ice cream, or bottling and delivery of fluid milk. With grains and seeds, it is the cleaning and warehousing of the crops. In the case of such items as seeds, grains, and eggs, the "value added by processing" includes such activities as assembling, handling, cleaning, grading, and packaging, even though there is little change in form of products.

There are other important activities such as wholesaling, transportation, and storage, that grow out of marketing farm products. The place to stop is difficult to determine when attempting to measure the amount of buying power and economic activity generated by farm production. Further study of this problem may make future attempts more reliable and more complete.

SOME GENERAL OBSERVATIONS

Processors indicated that most of the seasonal workers employed in their plants were Oregon residents. Many were housewives working to supplement the family income or were attempting to earn enough money to purchase some specific items. Likewise, most seasonal pickers were local residents, many of whom were young people working to earn money in about the only activity open to them.

From the point of view of total payroll, year-round employment is more important than seasonal employment. Most employment opportunities in such activities as livestock slaughter, dairy plants, and stores handling farm supplies are full time. Even fruit and vegetable processing plants provide about 3,000 full-time jobs.

Cost of supplies for processing farm products was almost as important as direct labor costs. Oregon canneries alone spend millions of dollars for cans, and freezing plants also spend huge sums for packaging materials. Egg cartons, paper milk cartons, and glass containers were other supplies purchased that annually cost millions of dollars. Paper and wooden cartons needed for shipment of Oregon-produced farm products and label costs are also costly but
essential supply items. Tray packing and cellophane overwraps used in packaging fresh fruits and fryers are more costly than is generally realized. Other supply costs include sugar, flavorings, and stabilizers.

Most supplies are manufactured in Oregon, providing employment that would not be here except for the agricultural industry. Cans, paper cartons, boxes, crates, and labels are fabricated, for the most part, within the state. Their bulky nature makes fabrication elsewhere uneconomical.

"Miscellaneous" includes such items as depreciation, materials for repairs, power, heat, lights, water, licenses, insurance, rentals, taxes, interest, bad debt loss, and profits. Profits in most cases were a very minor item in terms of total expenses in processing and handling farm products.
SUMMARY: CASH RECEIPTS FROM FARM MARKETINGS AND VALUE 
ADDED BY PROCESSING, BY COMMODITY GROUPS, 1956

<table>
<thead>
<tr>
<th>Commodity Group</th>
<th>Income Rec'd. by Farmers /1</th>
<th>Payroll Dollars</th>
<th>Supplies Dollars</th>
<th>Misc. Dollars</th>
<th>Total Dollars</th>
<th>Total f.o.b. Processed Value Dollars</th>
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</thead>
<tbody>
<tr>
<td>Livestock:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meat Animals &amp; Wool</td>
<td>80,772,000</td>
<td>9,205,000</td>
<td>2,425,000</td>
<td>3,523,000</td>
<td>15,153,000</td>
<td>95,925,000</td>
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<tr>
<td>Dairy Products</td>
<td>46,262,000</td>
<td>17,089,000</td>
<td>10,540,000</td>
<td>9,220,000</td>
<td>36,849,000</td>
<td>83,111,000</td>
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<tr>
<td>Poultry &amp; Products</td>
<td>39,994,000</td>
<td>4,863,000</td>
<td>2,737,000</td>
<td>2,622,000</td>
<td>10,222,000</td>
<td>50,216,000</td>
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<tr>
<td>Misc. Animal Products</td>
<td>5,662,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<td>5,662,000</td>
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<tr>
<td>Total Livestock</td>
<td>172,690,000</td>
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<td>Crops:</td>
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<tr>
<td>Field Crops:</td>
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<tr>
<td>Food Grains</td>
<td>48,403,000</td>
<td>561,000</td>
<td>-</td>
<td>685,000</td>
<td>1,246,000</td>
<td>49,649,000</td>
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<tr>
<td>Feed Grain &amp; Hay</td>
<td>34,709,000</td>
<td>247,000</td>
<td>-</td>
<td>300,000</td>
<td>547,000</td>
<td>35,256,000</td>
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<tr>
<td>Seed Crops</td>
<td>17,047,000</td>
<td>1,999,000</td>
<td>600,000</td>
<td>1,400,000</td>
<td>3,999,000</td>
<td>21,046,000</td>
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<td>Potatoes</td>
<td>14,508,000</td>
<td>2,090,000</td>
<td>1,734,000</td>
<td>623,000</td>
<td>4,447,000</td>
<td>18,955,000</td>
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<td>Specialty Field &amp; Drug Crops</td>
<td>11,827,000</td>
<td>1,302,000</td>
<td>1,502,000</td>
<td>2,204,000</td>
<td>5,008,000</td>
<td>16,835,000</td>
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<td>Horticultural Crops:</td>
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<td></td>
<td></td>
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<tr>
<td>Tree Fruits &amp; Nuts</td>
<td>24,795,000</td>
<td>6,807,000</td>
<td>9,069,000</td>
<td>6,023,000</td>
<td>21,899,000</td>
<td>46,694,000</td>
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<tr>
<td>Vegetables</td>
<td>29,596,000</td>
<td>13,961,000</td>
<td>20,548,000</td>
<td>14,458,000</td>
<td>48,967,000</td>
<td>78,563,000</td>
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<tr>
<td>Small Fruits</td>
<td>16,558,000</td>
<td>4,461,000</td>
<td>8,355,000</td>
<td>4,272,000</td>
<td>17,088,000</td>
<td>33,646,000</td>
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<td>Horticultural Spec.</td>
<td>11,146,000</td>
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<td>-</td>
<td>-</td>
<td>-</td>
<td>11,146,000</td>
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<tr>
<td>Farm Forest Products:</td>
<td>13,635,000</td>
<td>5,113,000</td>
<td>-</td>
<td>5,113,000</td>
<td>10,226,000</td>
<td>23,861,000</td>
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<tr>
<td>Total Crops</td>
<td>222,224,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>222,224,000</td>
</tr>
</tbody>
</table>

/1 Data from The Farm Income Situation, AMS, USDA, Sept. 1957, with following adjustments: 
a. In this report income from the sale of turkey hatching eggs is shown to be $3,000,000. In the situation report, turkey hatching eggs were included with "other poultry" with the total amount of this item being $1,790,000. This was believed to be too low (difference is +$1,210,000). b. Situation report shows income from seed crops on a clean seed basis which means value added by processing is included. Therefore, in this report income received by farmers for seeds was reduced by the amount added by processing which was $3,999,000 (difference is -$3,999,000). c. Situation report shows income from pears and apples on a processed or packed basis which means value added by processing was included. Therefore, in this report income received by farmers for pears and apples was reduced by the amount added by processing which was $10,149,000 (difference is -$10,149,000).
FARM PRODUCTION COSTS AND DIRECT EMPLOYMENT PROVIDED, OREGON, 1956

<table>
<thead>
<tr>
<th>Item</th>
<th>(1) Amount spent by farmers</th>
<th>(2) Estimated per cent of column (1) paid in cash wages and salaries</th>
<th>(3) Total cash payroll</th>
<th>(4) Estimated number of full-time worker equivalents involved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hired labor</td>
<td>$55,300,000</td>
<td>97.5</td>
<td>$53,917,000</td>
<td>17,972(^1)</td>
</tr>
<tr>
<td>Repairs and Operation of capital items(^2)</td>
<td>$48,800,000</td>
<td>15.0</td>
<td>7,320,000</td>
<td>1,626(^3)</td>
</tr>
<tr>
<td>Feed</td>
<td>$47,000,000</td>
<td>6.7(^4)</td>
<td>3,150,000</td>
<td>700(^3)</td>
</tr>
<tr>
<td>Seed</td>
<td>$8,700,000</td>
<td>6.0</td>
<td>522,000</td>
<td>116(^3)</td>
</tr>
<tr>
<td>Fertilizer</td>
<td>$7,100,000</td>
<td>10.0</td>
<td>710,000</td>
<td>158(^3)</td>
</tr>
<tr>
<td>Livestock</td>
<td>$7,700,000</td>
<td>--(^5)</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Miscellaneous(^6)</td>
<td>$30,000,000</td>
<td>15.0</td>
<td>4,500,000</td>
<td>1,000(^3)</td>
</tr>
<tr>
<td>Depreciation and other consumption of farm capital(^7)</td>
<td>$54,300,000</td>
<td>13.2</td>
<td>7,168,000</td>
<td>1,593(^3)</td>
</tr>
<tr>
<td>Taxes on farm property</td>
<td>$23,200,000</td>
<td>--(^8)</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Interest on farm mortgage debt</td>
<td>$9,500,000</td>
<td>20.0</td>
<td>1,900,000</td>
<td>422(^3)</td>
</tr>
<tr>
<td>Net rent to non-farm landlords</td>
<td>$9,100,000</td>
<td>--(^9)</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$300,700,000</strong></td>
<td><strong>$79,187,000</strong></td>
<td><strong>23,587</strong></td>
<td><strong>-</strong></td>
</tr>
</tbody>
</table>

\(^1\) Estimated annual wage at $3,000 per worker equivalent.
\(^2\) Includes fuel and oil for tractors.
\(^3\) Estimated annual wage of $4,500 per worker equivalent.
\(^4\) The average gross mark-up for feed sold through feed stores was estimated at 15\% with 60\% of this amount payroll, or 9\%. It was estimated about $35,000,000 of all feed passed through feed stores (6.7\% of $47,000,000 is the same as 9\% of $35,000,000).
Most of the hay sold did not pass through feed stores. Hay sales in 1956 amounted to $12,945,000.

\(^5\) It is assumed that most livestock was purchased at auctions, through dealers, and from other farmers. Some labor cost, of course, was involved but it would be difficult to estimate. In any case, there would not be many worker equivalents in this activity.

\(^6\) Includes pesticides, electricity, containers, hardware, veterinary service, medicine, and insurance premiums.

\(^7\) All of this item may not be a cash expenditure. If farmers on the average made replacements of tractors, equipment, and buildings at the same rates as used in computing depreciation, then all of this was a cash expenditure in 1956. However, there are indications that farmers during the past two or three years may be using their tractors and equipment longer than usual because of declining farm prices on the one hand and rising costs on the other.

\(^8\) This is very difficult to estimate so is not considered.

\(^9\) Unquestionably contributes to the economic activity of the state, but its contribution is difficult to determine.
MEAT ANIMALS AND WOOL
1956

Livestock

Value of Oregon-produced livestock (cattle, calves, sheep and lambs, and hogs) slaughtered in Oregon plants———$48,536,000

Total pounds live weight sales (cattle and calves - 278,000,000 lbs.; hogs - 49,000,000 lbs.; and sheep and lambs - 20,000,000 lbs.)———347,000,000

Value added by wholesale slaughter:
Labor (total payroll) (60%) ———$7,734,000
Supplies and containers (16%) ——— 2,062,000
Miscellaneous (24%) ——— 3,094,000

Total value added by wholesale slaughter———$12,890,000

Value added to prepared meats:
Labor (total payroll) (65%) ———$1,180,000
Supplies and containers (20%) ——— 363,000
Miscellaneous (15%) ——— 273,000

Total value added by manufacture of prepared meats———$1,816,000

Number of worker equivalents in livestock slaughter and prepared meat plants (assume annual average wage or salary of $4,900)———1,819

Oregon growers actually sold $77,035,000 worth of cattle, calves, sheep and lambs, and hogs during 1956. Many cattle were shipped out as feeders and slaughtered outside the state. The same was true of lambs. On the other hand, many live hogs were shipped into Oregon and slaughtered here. Value of shipments of live hogs and cattle into the state for slaughter were excluded from these figures because this report deals only with value added in processing Oregon production. Oregon growers also sold "other livestock and products" in the amount of $5,662,000. This consisted of beeswax, honey, horses and mules, mohair, goats, rabbits, and mink. While some value was added in processing and handling these products, none was included in this report.

Utility cows, bulls, and pork were generally used for prepared meats. The dollar value is included in figure under "value of livestock." In addition, prepared meat establishments usually purchased considerable amounts of frozen beef and pork trimmings from packers outside of Oregon. Information pertaining to the magnitude of these purchases was not obtained.
Wool

Amount paid to producers----------------------------------------- $3,737,000\textsuperscript{1}

Total pounds sold (46c per lb.)---------------------------------- 8,124,000

Labor (65%)-------------------------------------------- $291,000

Miscellaneous (35%)------------------------------------------ 156,000

Total value added in grading, handling, and marketing\textsuperscript{2} ------------ 447,000

Number of worker equivalents required for wool grading and handling (assume annual average wage or salary of $4,500)------------------------------- 65

\textsuperscript{1} Some reports will show a considerably lower income because the period April through March was used rather than the calendar year. Calendar year data are used throughout this report.

\textsuperscript{2} Grading the wool from large flocks may cost as little as 1.5c per pound and handling and marketing as little as 2.25c per lb. It was estimated that about half the total production of wool came from small flocks and therefore the wool was sold in small quantities resulting in higher grading, handling, and marketing costs than these shown above. The average value added for all Oregon wool was estimated at 5.5c per pound.
DAIRY PRODUCTS
1956

Amount paid to producers--------------------------------------------- $46,262,000

Total pounds of milk produced in Oregon------------------ 1,156,000,000
Less home use ----------------------------------------------- 154,000,000

Total pounds sold----------------------------------------------- 1,002,000,000

Average price per cwt. received by farmers, all uses------------- $4.62

Use

For fluid consumption, total pounds milk---------------------- 497,166,000
For processing, total pounds milk----------------------------- 504,834,000

Creamery butter, pounds milk---------------------------------- 214,989,000
Cheese, pounds milk------------------------------------------ 182,750,000
Ice cream, pounds milk---------------------------------------- 88,396,000
Other, pounds milk------------------------------------------- 38,365,000
Less duplications, pounds milk------------------------------- -19,666,000

Fluid

Labor (total payroll)(53%)------------------------------------- $12,911,000
Supplies (27%)----------------------------------------------- 6,577,000
Miscellaneous (20%)------------------------------------------ 4,873,000

Total value added by processing and distribution ($4.90/cwt.)$1------------------------------------------ $24,361,000

Butter

Labor (total payroll)(45%)------------------------------------- $1,112,000
Supplies (25%)----------------------------------------------- 618,000
Miscellaneous (30%)------------------------------------------ 742,000

Total value added by processing and distribution ($1.15/cwt.)$2------------------------------------------ $2,472,000

---

Costs studies and plant manager estimates indicate that dairymen receive about 55% of the retail price for all fluid milk sold. The other 45% goes for processing and distribution. The cost of obtaining milk solids for standardization is considered to be a processing cost. (The value added is shown here, rather than under butter making or elsewhere.)

The yield from 100 lbs. of 4.4% milk is about 5.6 lbs. of butter and, of course, the milk solids which are used for standardization, dried milk, ice cream, cottage cheese, and livestock feed.
Cheese

Labor (total payroll)(45%)-$658,000
Supplies (25%)-365,000
Miscellaneous (30%)-439,000

Total value added by processing ($0.80/cwt.)\(^1\)-\$1,462,000

Ice Cream

Labor (total payroll)(28%)-$2,212,000
Supplies (34%)-2,686,000
Miscellaneous (38%)-3,002,000

Total value added by processing and distribution\(^2\)-\$7,900,000

Other\(^3\)

Labor (total payroll)(30%)-196,000
Supplies (45%)-294,000
Miscellaneous (25%)-164,000

Total value added by processing ($3.50/cwt.)-\$654,000

Number of worker equivalents employed in dairy (assume annual average wage or salary of $4,800)-3,560

\(^1\) The yield from 100 lbs. of 4.0% milk is about 10.5 lbs. of American cheese.  
\(^2\) This category consists of ice cream and other frozen products. An analysis of the ingredients used in ice cream manufacturing and the price at which sold indicates dairymen receive about 25% of the price of ice cream for milk products used therein. A study of costs in 1956 of manufacturing and distributing ice cream in the western states also shows the percentages by size and type of container: bulk 23%; 1 gal. - 1/2 gal. 35%; packages 26%; and novelties and specialties 16%.  
\(^3\) About one-half of the milk in this category was used in the processing of evaporated milk (unsweetened). In arriving at value added, only evaporated milk was considered. The remainder could logically be considered as an offset against duplications (-19,666,000 lbs.) as shown on the first page of the dairy section.)
POULTRY AND PRODUCTS
1956

Broilers

Amount paid producers------------------------------------------ $6,035,000
Pounds sold (22.5¢ per lb.)-------------------------------------- 26,822,000
                            Less pounds sold direct by producer------1,341,000/1
Pounds moving in commercial channels-----------------------------25,481,000
                            Labor (total payroll) (47%)------------------- $1,198,000
                            Supplies (31%)---------------------------------  790,000
                            Miscellaneous (22%)--------------------------  560,000
Value added by processing (10¢ per pound)-----------------------$2,548,000

Farm Chickens

Amount paid producers------------------------------------------ $2,129,000
Pounds sold (17.1¢ per lb.)--------------------------------------12,450,000
                            Less pounds sold direct by producer------ 622,000/1
Pounds moving in commercial channels-----------------------------11,828,000
                            Labor (total payroll) (49%)------------------- $456,000
                            Supplies (30%)--------------------------------- 279,000
                            Miscellaneous (21%)-------------------------- 195,000
Value added by processing (7.86¢ per lb.)-----------------------$ 930,000

Turkeys

Amount paid producers------------------------------------------ $7,042,000
Pounds sold (26.8¢ per lb.)--------------------------------------26,276,000
                            Less pounds sold direct by producer------ 263,000/3
Pounds moving in commercial channels-----------------------------26,013,000
                            Labor (total payroll) (34%)------------------- $575,000
                            Supplies (30%)--------------------------------- 507,000
                            Miscellaneous (36%)-------------------------- 609,000
Value added by processing (6.5¢ per lb.)-----------------------$1,691,000

Number of worker equivalents required for poultry processing
(assume annual average wage or salary of $3,200)------------------- 698

/1 About 5% of all broilers and farm chickens were processed by producers and
sold direct to consumers or small stores. It was assumed that regular farm
labor was used for processing and handling so it was not included here. Some
packaging and other costs were incurred in processing on the farm but are
not included.

/2 Considerably more value was added to broilers than farm chickens because 75%
were estimated to be cut up and tray-packed at a cost of 4.25¢ per lb. Only
about 25% of the farm chickens were tray-packed.

/3 About 1% of all turkeys were considered to be processed by producers and
sold direct to consumers. Here again it was assumed that regular farm
labor was used for processing and handling so it was not included here.
Packaging and other costs were insignificant so were not included.
Market Eggs

Amount paid to producers—$21,788,000

Dozens sold (45¢ per dozen) 48,418,000

- Labor (total payroll) (53%) — $1,661,000
- Supplies (34%) — 1,065,000
- Miscellaneous (13%) — 407,000

Value added by processing (6.47¢ per dozen) — $3,133,000

Number of worker equivalents required for egg processing (assume annual average wage or salary of $4,200) — 395

Chicken Hatching Eggs

(Amount paid to producers was included under chicken eggs sold.)

- Labor (total payroll) (55%) — $676,000
- Supplies (3%) — 62,000
- Miscellaneous (40%) — 492,000

Total value added by hatcheries — $1,230,000

---

/1 About 4% of Oregon-produced eggs were sold as hatching eggs. Although sold in cases rather than cartons, the cost of handling is about the same as for eggs sold for food.

/2 About 40% of Oregon-produced eggs were sold by producers direct to retailers or consumers. Cartoning and packaging costs would be the same as for commercial handlers but labor costs would be less because much of the cleaning, candling, and packaging was done by the producer and his family. Furthermore, farmers generally are able to employ workers at a lower rate than commercial handlers of eggs. Therefore, the total labor cost for handling eggs sold direct by producers was estimated to be 2.5¢ per dozen as compared with 4.06¢ for eggs handled commercially.

/3 About 20% of Oregon-produced eggs moved into the institutional trade thus requiring no cartoning and packaging. These eggs were usually sold in cases the cost of which was estimated at 1.0¢ per dozen compared to 2.5¢ per dozen when paper cartons were used.

/4 17,400,000 chicks were hatched in Oregon in 1956 requiring 24,857,000 eggs costing 75¢ per dozen or 6.25¢ per egg. The chicks were sold for an average of 16¢ each. The total amount received for chicks was $2,784,000 and the eggs cost $1,554,000 which means value added by hatcheries was $1,230,000.
Turkey Hatching Eggs

Amount paid to producers----------------------------- $3,000,000
Total eggs sold (25¢ each)-------------------------- 12,000,000\(^1\)

Labor (total payroll)(43%)------------------- $297,000
Supplies (5%)------------------------------- 34,000
Miscellaneous (52%)------------------------ 359,000

Total value added by processing and handling\(^2\) -------------- $690,000

Number of worker equivalents required in chicken and turkey hatcheries (assume annual average wage or salary of $4,200) -- 234

FOOD GRAINS\(^3\)
1956

Wheat

Amount paid to producers------------------------------- $48,195,000
Total bushels sold ($2.03 per bu.)------------------ 23,741,000
Less estimated quantity (20% of wheat not moving through country elevators)---------------- 4,748,000
Total bushels moving through country elevators----------------- 18,993,000

Labor (total payroll)(45%)------------------- $556,000
All other (55%)------------------------------- 679,000

Total value added (round trip in and out, 6.5¢ per bu.)-------- $1,235,000

Rye

Amount paid to producers------------------------------- $208,000
Total bushels sold ($1.24 per bu.)------------------ 168,000

Labor (total payroll)(45%)------------------- $ 5,000
All other (55%)------------------------------- 6,000

Total value added (round trip, in and out, 6.5¢ per bu.)-------- $ 11,000

Number of worker equivalents required for handling wheat and rye in country elevators (assume annual average wage or salary of $4,200)----------------- 134

\(^1\) This was considered to be a conservative estimate because there were 254,000 breeding hens on hand in 1956. If each hen laid only 47 salable eggs the total would be 11,938,000 eggs sold.

\(^2\) It was estimated that 50% of the eggs (6,000,000) were shipped out of the state by hatcherymen who received about 4¢ per egg for performing this function, 50% of which was labor. The other 50% were hatched in Oregon hatcheries with 3,000,000 salable turkey poults obtained from 6,000,000 eggs selling for 65¢ each. Labor cost is estimated at 3¢ per egg handled.

\(^3\) Only value added by handling through country elevators was considered here with no allowance for storage time because data were not available. It should be recognized that in the case of wheat considerable other handling was involved, particularly in the case of export shipments.
FEED GRAIN^ AND HAY
1956

Barley

Amount paid to producers-------------------------------------- $16,172,000
Total tons sold ($43.33 per ton)----------------------------- 373,000
Less estimated quantity (50%) of barley not
moving through country elevators------------------ 186,000
Total tons moving through country elevators------------------ 187,000
Labor (total payroll) (45%)------------------------------- $194,000
All other (55%)------------------------------------- 236,000
Total value added (round trip, in and out, $2.30 per ton)----- $ 430,000

Oats

Amount paid to producers-------------------------------------- $ 4,413,000
Total tons sold ($45.00 per ton)----------------------------- 98,000
Less estimated quantity (50%) of oats not
moving through country elevators------------------ 49,000
Total tons moving through country elevators------------------ 49,000
Labor (total payroll) (45%)------------------------------- $49,000
All other (55%)------------------------------------- 59,000
Total value added (round trip, in and out, $2.20 per ton)----- $ 108,000

Field Corn

Amount paid to producers-------------------------------------- $1,179,000
Total tons sold ($60.71 per ton)-----------------------------19,000
Less estimated quantity (80%) of corn not
moving through country elevators------------------15,000
Total tons moving through country elevators------------------ 4,000
Labor (total payroll) (45%)------------------------------- $ 4,000
All other (55%)------------------------------------- 5,000
Total value added (round trip, in and out - $2.20 per ton)----- $ 9,000

1 Some feed grain moves directly from farm to prepared feed manufacturers
or to elevators that also manufacture feed, thus are not included here.
Hay

Amount paid to producers---------------------------$12,945,000/1

Number of worker equivalents required for handling feed grain
in country elevators (assume annual wage or salary of $4,200) 59

SEED CROPS

1956

Estimated total amount received by producers------------------$17,047,000

Total pounds sold, all seeds (clean seed basis)---209,667,000/2
Less 10% (assumed cleaned with farm labor)--- 20,967,000/3

Total pounds cleaned and sold on commercial basis......... 188,700,000

Labor (total payroll)(50%)-------------------------1,999,000
Supplies (bags and tags)(15%)---------------------- 600,000
Miscellaneous (35%)------------------------------- 1,400,000

Total value added by cleaning, sacking, and handling-------$ 3,999,000/4

Net return to grower was 81% of f.o.b. value of processed product.

Number of worker equivalents required for cleaning, sacking, and
handling seed (assume annual average wage or salary of $4,200) 476

/1 Most of the hay sold in Oregon moves directly from one farmer to another.
Considerable value is added by transportation, but that is not included in
this report. Hay passing through the hands of feed dealers does provide
employment and was counted under farm production costs.

/2 Includes common ryegrass seed 91,810,000 lbs.; perennial ryegrass seed
51,114,000 lbs.; bentgrass seed 5,570,000 lbs.; Chewings fescue seed
5,412,000 lbs.; hairy vetch seed 9,081,000 lbs.; Merion bluegrass seed
841,000 lbs.; alsike clover seed 2,967,000 lbs.; red clover seed
2,742,000 lbs.; red fescue seed 1,533,000 lbs.; tall fescue seed
4,234,000 lbs.; common vetch seed 2,800,000 lbs.; alfalfa seed
2,145,000 lbs.; crimson clover seed 2,562,000 lbs.; Austrian winter
derseed 13,636,000 lbs. All other seeds estimated at 13,220,000 lbs.

/3 It was estimated that 10% of all seed cleaning and sacking was done with
farm labor. Much of the other 90% of the seed sold was also country
cleaned, but growers employed people to do this work the same as a
regular seed dealer.

/4 Ranges from $1.00 per cwt. for Austrian winter pea seed to $20.00 per
cwt. for Merion bluegrass seed.
POTATOES
1956

Amount paid to producers------------------------------------------$14,508,000

Total hundredweight sold ($1.76 per cwt.)-------------------------8,243,000\(^1\)
Less potatoes sold for seed, processing and
livestock feed - 35% of total sold)--------------------------2,885,000

Estimated total hundredweight sold for food----------------------5,358,000

Labor (total payroll) (47%)-------------------------------------$2,090,000
Supplies (39%)-----------------------------------------------1,734,000
Miscellaneous (14%)------------------------------------------623,000

Total value added by processing (83¢ per cwt.)----------------- $4,447,000

Number of worker equivalents required for grading, sacking,
and handling potatoes for food (assume average annual
wage or salary of $3,350)-------------------------------------- 624

\(^1\) Includes potatoes sold for food, seed, processing, and livestock feed
during the calendar year.
SPECIALTY FIELD AND DRUG CROPS
1956

Sugar Beets

Amount paid to producers----------------------------------------------- $4,632,000
Total tons sold ($11.00 per ton)--------------------------------- 421,000

Labor (total payroll)(26%)-$1,302,000
Supplies (30%)--------------------------- 1,502,000
Miscellaneous (44%)------------------------- 2,204,000

Total value added by processing-------------------------------- $5,008,000

Number of worker equivalents required for sugar beet processing
(assume annual average wage or salary of $4,400)------------------ 296

Mint

Amount paid to producers----------------------------------------------- $4,620,000\(^1\)
Total pounds sold ($5.65 per lb.)--------------------------------- 818,000

Hops

Amount paid to producers----------------------------------------------- $1,915,000\(^2\)
Total pounds sold (40\(\)c per lb.)--------------------------------- 4,788,000

All Other Specialty Field and Drug Crops

Amount paid to producers----------------------------------------------- $ 660,000\(^3\)

\(^1\) Oregon mint growers either distill their own mint oil or have it done by another grower using labor that is classified as hired farm labor. Most mint oil is sold to representatives of eastern buyers with no refining done in Oregon. Therefore, no value added by processing or handling was determined for mint oil because it would be a relatively small amount.

\(^2\) About 17\(\)c per pound was added to value of hops in the picking-drying-baling process. This processing function, for the most part, was performed by the growers themselves with labor which was classified as hired farm labor. Most growers sell to a dealer-broker who does no additional processing in Oregon. Therefore, no value added by processing or handling was determined for hops because it would be a relatively small amount.

\(^3\) Includes sugar beet seed, flax fiber, and dill for oil.
TREE FRUITS AND NUTS
1956

Pears

Amount paid to producers (packing house door) $12,215,000
Bushels sold, all uses ($2.02 per bu. p.h.d.) 6,047,000
Labor (total payroll)(27%) $2,220,000
Supplies (40%) 3,290,000
Other (33%) 2,714,000
Total value added by processing ($1.36 per bu.) $8,224,000
Net to growers was 60% of f.o.b. value of processed product.
Harvesting and hauling labor (20¢ per bu.) $1,209,000

Cherries

Amount paid to producers $3,771,000
Tons sold (sweet $292 per ton - 85% of crop) 13,900/1 average $272
(sour $163 per ton - 15% of crop)
Labor (total payroll)(32%) $650,000
Supplies (43%) 873,000
Miscellaneous (25%) 507,000
Total value added by processing $2,030,000
Net to growers was 65% of f.o.b. value of processed product,
(average of all uses)
Harvesting and hauling labor ($100 per ton) $1,390,000

/1 It was estimated that about 65% of all cherries were brined, 25% were
canned, and 10% were sold in the fresh market. Some brined cherries
were processed further in Oregon but most were shipped out of the
state in the brined form.
Plums and Prunes

Amount paid to producers: $2,836,000

Tons sold, all uses ($49.90 per ton): 56,800

Labor (total payroll) (32%): $2,637,000
Supplies (45%): 3,716,000
Miscellaneous (23%): 1,827,000

Total value added by processing: $8,180,000 (average of canned and dried)

Net to growers was 26% of f.o.b. value of processed product.

Harvesting and hauling labor ($14 per ton): $795,000

Apples

Amount paid to producers (packing house door): $2,549,000

Bushels sold, all uses ($1.72 per bu.): 1,482,000

Labor (total payroll) (30%): $578,000
Supplies (40%): 771,000
Miscellaneous (30%): 578,000

Total value added by processing ($1.30 per bu.): $1,927,000

Net to growers was 57% of f.o.b. value of processed product.

Harvesting and hauling labor ($0.22 per bu.): $326,000

\(^{1}\) It was estimated that 75% of total quantity sold was canned and 25% dried. Most dried prunes were shipped out of the state in burlap bags for consumer packaging elsewhere, mostly in California. Only a very small amount of plums and prunes was sold in the fresh market.
### Peaches

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount paid to producers (packing house door)</td>
<td>$962,000</td>
</tr>
<tr>
<td>Bushels sold, all uses ($1.78 per bu.)</td>
<td>540,000</td>
</tr>
<tr>
<td>Labor (total payroll) (35%)</td>
<td>$145,000</td>
</tr>
<tr>
<td>Supplies (40%)</td>
<td>166,000</td>
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<tr>
<td>Miscellaneous (25%)</td>
<td>104,000</td>
</tr>
<tr>
<td>Total value added by processing</td>
<td>$415,000</td>
</tr>
</tbody>
</table>

Net to growers was 70% of f.o.b. value of processed product. (average of all uses)

Harvesting and hauling labor (25¢ per bu.) $135,000

### Apricots

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$93,000</td>
</tr>
<tr>
<td>Labor (total payroll) (35%)</td>
<td>$32,000</td>
</tr>
<tr>
<td>Supplies (40%)</td>
<td>36,000</td>
</tr>
<tr>
<td>Miscellaneous (25%)</td>
<td>22,000</td>
</tr>
<tr>
<td>Total value added by processing</td>
<td>$90,000</td>
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</table>

### Filberts

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$1,316,000</td>
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<tr>
<td>Total tons sold ($520 per ton)</td>
<td>2,530</td>
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<tr>
<td>Labor (total payroll) (50%)</td>
<td>$241,000</td>
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<tr>
<td>Supplies (20%)</td>
<td>96,000</td>
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<tr>
<td>Miscellaneous (30%)</td>
<td>144,000</td>
</tr>
<tr>
<td>Total value added by processing (average of 9.5¢ per lb.)</td>
<td>$481,000</td>
</tr>
<tr>
<td>Picking and hauling labor ($95.00 per ton)</td>
<td>$240,000</td>
</tr>
</tbody>
</table>

---

/1 It was estimated that at least 90% of all peaches produced in Oregon were sold on the fresh market. About 50% of these were commercially packed for sale in the fresh market and 40% were sold in the local fresh market. The remaining 10% were canned or frozen.

/2 1956 was a very short crop for both filberts and walnuts. Normally the production is two and one-half to three times greater than shown here. Therefore, in a normal crop year the value added by processing would be much greater than for 1956.

/3 This is based on in-shell equivalents for both filberts and walnuts. Figures shown here are an average for all forms of handling and packaging.
Walnuts

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$1,053,000</td>
</tr>
<tr>
<td>Total tons sold ($400 per ton)</td>
<td>2,630</td>
</tr>
<tr>
<td>Labor (total payroll) (55%)</td>
<td>$304,000</td>
</tr>
<tr>
<td>Supplies (22%)</td>
<td>121,000</td>
</tr>
<tr>
<td>Miscellaneous (23%)</td>
<td>127,000</td>
</tr>
<tr>
<td>Total value added by processing (average of 10.5c per lb.)</td>
<td>$552,000</td>
</tr>
<tr>
<td>Picking and hauling labor ($65.00 per ton)</td>
<td>$171,000</td>
</tr>
</tbody>
</table>

Number of worker equivalents required for tree fruit and nut processing (assume annual average wage or salary of $3,350) 2,032

\[1\] 1956 was a very short crop for both filberts and walnuts. Normally the production is two and one-half to three times greater than shown here. Therefore, in a normal crop year the value added by processing would be much greater than for 1956.

\[2\] This is based on in-shell equivalents for both filberts and walnuts. Figures shown here are an average for all forms of handling and packaging.
VEGETABLES
1956

Snap Beans

Amount paid to producers---------------------------------------$10,031,000

Tons sold, all uses ($128.20 per ton)-------------------------- 78,200

   Labor (total payroll)(28%)-----------------------$5,311,000
   Supplies (40%)----------------------------------- 7,588,000
   Miscellaneous (32%)--------------------------- 6,070,000

Total value added by processing-------------------------------$18,969,000

Net to growers was 35% of f.o.b. value of processed product.

Harvesting labor ($55.00 per ton)-------------------------------$4,301,000

Green Peas

Amount paid to producers---------------------------------------$7,438,000

Tons sold, all uses ($85.40 per ton)-------------------------- 87,000

   Labor (total payroll)(25%)-----------------------$3,441,000
   Supplies (45%)----------------------------------- 6,193,000
   Miscellaneous (30%)--------------------------- 4,128,000

Total value added by processing-------------------------------$13,762,000

Net to growers was 35% of f.o.b. value of processed product.

Sweet Corn

Amount paid to producers---------------------------------------$2,966,000

Tons sold, all uses ($31.40 per ton)-------------------------- $94,000

   Less tons sold fresh-------------------------------- 7,500

Total tons processed----------------------------------------- 86,500

   Labor (total payroll)(27%)-----------------------$1,683,000
   Supplies (41%)----------------------------------- 2,556,000
   Miscellaneous (32%)--------------------------- 1,995,000

Total value added by processing-------------------------------$6,234,000

Net to growers was 30% of f.o.b. value of processed product.

/1 Estimate 78% of crop was canned and 22% was frozen. It was assumed that proportion of total beans sold in fresh form was insignificant.

/2 Estimate 60% of crop was frozen and 40% was canned. It was assumed that proportion of total peas sold in fresh form was insignificant.

/3 Estimate 57% of crop was frozen, 35% was canned, and 8% sold in fresh form. Average price received for corn for processing was $27.80 per ton and in the fresh form $3.65 per cwt.
Broccoli

Amount paid to producers: $1,115,000

Total hundredweight sold ($7.67 per cwt.): 145,400
  Less hundredweight sold fresh (15%): 21,800
Total hundredweight for processing: 123,600

Labor (total payroll) (38%): $669,000
Supplies (40%): 704,000
Miscellaneous (22%): 388,000

Total value added by processing: $1,761,000

Net to growers was 35% of f.o.b. value of processed product.

Harvesting and hauling labor ($1.40 per cwt.): $204,000

Table Beets

Amount paid to producers: $686,000

Tons sold ($23.60 per ton): 29,000

Labor (total payroll) (33%): $956,000
Supplies (48%): 1,390,000
Miscellaneous (19%): 550,000

Total value added by processing: $2,896,000

Net to growers was 19% of f.o.b. value of processed product.

Cauliflower

Amount paid to producers: $507,000

Total hundredweight sold ($2.58 per cwt.): 196,500
  Less hundredweight sold fresh (40%): 78,600
Total hundredweight for processing: 117,900

Labor (total payroll) (37%): $262,000
Supplies (41%): 291,000
Miscellaneous (22%): 156,000

Total value added by processing: $709,000

Net to growers was 30% of f.o.b. value of processed product.

Harvesting and handling labor (37c per cwt.): $73,000

1 Average price for fresh and processed. Estimate that 85% of broccoli was frozen and canned and 15% was sold in the fresh form.
2 Average price for fresh and processed. Estimate that 60% of cauliflower was processed and 40% was sold in the fresh form.
### Carrots

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$432,000</td>
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<tr>
<td>Total hundredweight sold (1.15 per cwt.)</td>
<td>375,600</td>
</tr>
<tr>
<td>Labor (37%)</td>
<td>$536,000</td>
</tr>
<tr>
<td>Supplies (35%)</td>
<td>507,000</td>
</tr>
<tr>
<td>Miscellaneous (28%)</td>
<td>405,000</td>
</tr>
<tr>
<td>Total value added by processing</td>
<td>$1,448,000</td>
</tr>
</tbody>
</table>

Net to growers was 23% of f.o.b. value of processed product.

Harvesting and hauling labor (25¢ per cwt.) $94,000

### Onions

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$2,860,000</td>
</tr>
<tr>
<td>Total hundredweight sold (1.80 per cwt.)</td>
<td>1,589,000</td>
</tr>
<tr>
<td>Labor (34%)</td>
<td>$432,000</td>
</tr>
<tr>
<td>Supplies (51%)</td>
<td>648,000</td>
</tr>
<tr>
<td>Miscellaneous (15%)</td>
<td>191,000</td>
</tr>
<tr>
<td>Total value added by processing (80¢ per cwt.)</td>
<td>$1,271,000</td>
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</table>

### Miscellaneous Vegetables

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount paid to producers</td>
<td>$3,561,000</td>
</tr>
<tr>
<td>Total value added by processing and handling</td>
<td>$1,917,000</td>
</tr>
</tbody>
</table>

Net to growers was 65% of f.o.b. value (on the average) of above products.

Number of worker equivalents required for processing vegetables
(assume annual average wage or salary of $3,350) 4,167

---

1. Average price for fresh and processed. Estimated that 95% of carrots were processed and 5% were sold in the fresh form.
2. Some of the items listed above require considerable processing while others require very little. It was estimated that, on the average, processing and handling were 35% of f.o.b. processed value of these products. This is believed to be a conservative estimate.
SMALL FRUITS
1956

Strawberries

Amount paid to producers---------------------------------$10,968,000

Pounds sold (15.5¢ per lb.)----------------- 70,761,000
Less amount consumed locally in fresh
form (estimated to be 4%)---------------- 2,830,000

Total pounds processed commercially--------------------- 67,931,000

Labor (total payroll) (25%)-------------------$2,697,000
Supplies (50%)--------------------------------- 5,394,000
Miscellaneous (25%)--------------------------- 2,697,000

Total value added by processing----------------------$10,788,000

Net to growers was 48% of f.o.b. value of processed product.

Harvesting and hauling labor (4.75¢ per lb.):
Assume 95% of crop was commercially picked----------$3,193,000

Other Berries and Grapes

Amount paid to producers (cranberries, dewberries, blueberries,
boysenberries, blackberries, loganberries, youngberries,
gooseberries, raspberries, and grapes)----------------$5,590,000

Pounds sold (average price 19.1¢ per lb.)--------- 29,267,000
Less amount consumed locally in fresh
form (estimated to be 8%)--------------------- 2,341,000

Total pounds processed commercially------------------- 26,926,000

Labor (total payroll) (28%)-------------------$1,764,000
Supplies (47%)--------------------------------- 2,961,000
Miscellaneous (25%)--------------------------- 1,575,000

Total value added by processing----------------------$6,300,000

Net to growers was 45% of f.o.b. value of processed product.

Picking and hauling labor (4.5¢ per lb.):
Assume 95% of crop commercially picked----------$1,251,000

Number of worker equivalents required for processing small
fruits (assume annual wage or salary of $3,350)---------- 1,332

85% of this amount was received for raspberries and blackberries.
HORTICULTURAL SPECIALTIES

Amount paid to producers

FARM FOREST PRODUCTS

Amount paid to producers

Labor (total payroll) (50%) $5,113,000
Miscellaneous (50%) 5,113,000

Total value added by processing $10,226,000

Net to grower was 57% of f.o.b. value of processed product.

Number of worker equivalents required in manufacturing lumber and wood products (assume annual average wage or salary of $5,200) 983

1 Considerable hired labor is used in producing and processing nursery crops, florist crops, bulbs, and holly. Most of this labor was considered to be classified as hired farm labor which means it was counted as a production expense and none should be counted here. According to a U.S.D.A. estimate, $1,200,000 was paid for hired labor by operators. That part of nursery crops (20%), florist crops (20%), bulbs (16%), and holly (20%) considered to be sold retail in the state was not included here as value added by processing and handling because some of these items would be sold in Oregon even though produced in some other state.
DIRECT PAYROLL PROVIDED BY HARVESTING AND PROCESSING OREGON FRUITS AND VEGETABLES, 1956

<table>
<thead>
<tr>
<th>Product</th>
<th>Acres Harvested</th>
<th>Total Payroll</th>
<th>Payroll per Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>6,700</td>
<td>$ 904,000</td>
<td>$135</td>
</tr>
<tr>
<td>Cherries</td>
<td>12,700</td>
<td>2,040,000</td>
<td>161</td>
</tr>
<tr>
<td>Peaches</td>
<td>5,000</td>
<td>280,000</td>
<td>56</td>
</tr>
<tr>
<td>Pears</td>
<td>19,500</td>
<td>3,429,000</td>
<td>176</td>
</tr>
<tr>
<td>Plums and Prunes</td>
<td>12,200</td>
<td>3,432,000</td>
<td>281</td>
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<tr>
<td>Strawberries</td>
<td>16,800</td>
<td>5,890,000</td>
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<tr>
<td>Other Berries</td>
<td>12,000/1</td>
<td>3,015,000</td>
<td>251</td>
</tr>
<tr>
<td>Beans, Snap</td>
<td>10,600</td>
<td>9,612,000</td>
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<tr>
<td>Beets, Table</td>
<td>1,500</td>
<td>956,000</td>
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<tr>
<td>Broccoli</td>
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<tr>
<td>Carrots</td>
<td>1,306</td>
<td>630,000</td>
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<tr>
<td>Cauliflower</td>
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<tr>
<td>Corn, Sweet</td>
<td>17,000</td>
<td>1,683,000</td>
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<tr>
<td>Peas, Green</td>
<td>64,000</td>
<td>3,441,000</td>
<td>54</td>
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</tbody>
</table>

/1 Total acres.