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Tools for Community Self-determination

Spokane Region (Washington) Local Farm & Food Economy

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for
**Spokane Regional Health District
City of Spokane**

December 2, 2013 revision

Covers Adams, Ferry, Lincoln, Pend Oreille, Spokane, Stevens, & Whitman Counties in Washington State

Spokane Region (Bureau of Economic Analysis, 2011)

612,462 residents receive \$21 billion of income annually. Personal income increased 166% from 1969 to 2011, after dollars were adjusted for inflation. The largest source of personal income is transfer payments (from government programs such as pensions), with \$5.1 billion in earnings. Government jobs rank second, with \$3.5 billion. Manufacturing jobs appear to rank third, but complete data were not available on personal income. Retail workers earned \$1.1 billion. Note that income from public sources makes up 40% of all personal income in the region.

Income earned from transfer payments includes \$1.7 billion of retirement and disability insurance benefits; \$1.9 billion of medical benefits; \$656 million of income maintenance benefits; \$248 million of unemployment insurance; and \$200 million of veterans' benefits.

Government income includes \$534 million of income earned by federal workers and \$2.5 billion earned by state and local government workers. Military personnel earn \$374 million of personal income.

Although population has increased more than 70% since 1969, there has been only limited public planning to assure a secure and stable food supply.

Issues affecting low-income residents of the Spokane region:

Over 179,000 residents (32%) earn less than 185% of federal poverty guidelines. At this level of income, children qualify for free or reduced-price lunch at school. These lower-income residents spend an estimated \$375 million each year buying food, including \$66 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. The region's 7,135 farmers receive an annual combined total of \$125 million in subsidies (23-year average, 1989-2011), mostly to raise crops such as corn or soybeans that are sold as commodities, not to feed local residents. *Data from Federal Census of 2007-2011, Bureau of Labor Statistics, & Bureau of Economic Analysis.*

¹ Considerable research assistance provided by Nick Wojciak.

8% percent of the region's households (over 52,000 residents) earn less than \$10,000 per year. *Source: Federal Census of 2007-2011.*

17% of all adults aged 18-64 in Spokane County carried no health insurance in 2010. *Source: Centers for Disease Control.*

Food-related health conditions:

22% of Spokane County residents reported in 2009 that they eat five or more servings of fruit or vegetables each day. 78% do not. This level of adequate consumption is higher than the 2003 rate of 20%. This is a key indicator of health, since proper fruit and vegetable consumption has been connected to better health outcomes. *Source: Centers for Disease Control.*

54% of the County's adults report they have at least 30 minutes of moderate physical activity five or more days per week, or vigorous physical activity for 20 or more minutes three or more days per week. *Source: Centers for Disease Control.*

8% of Spokane County residents have been diagnosed with diabetes. *Source: Centers for Disease Control.* Medical costs for treating diabetes and related conditions in the county are an estimated \$354 million per year. Costs for the state of Washington as a whole total \$4 billion. *Source: American Diabetes Association cost calculator.* (This has now been revised to \$5.1 billion by ADA).

64% of Spokane County residents are overweight (40%) or obese (24%), up from 60% in 2003. *Source: Centers for Disease Control.*

The region's farms (Agricultural Census, 2007)

Agricultural Census data for 2007 were released February 4, 2009

The Census of Agriculture defines a "farm" as "an operation that produces, or would normally produce and sell, \$1,000 or more of agricultural products per year."

Land:

- 7,135 farms. This is 18% of Washington farms.
- The Spokane region had 10% more farms in 2007 than in 2002. Some of this may be due to census takers making better contact with small farms.
- 1,206 (17%) of these are 1,000 acres or more in size.
- 2,562 (36%) farms are less than 50 acres.
- Average farm size is 760 acres, nearly double the state average of 381 acres.
- The region has 5.4 million acres of land in farms.
- This amounts to 36% of the state's farmland.
- The Spokane region holds at least 1.8 million acres of harvested cropland. *Note that data for acreage of harvested cropland in Ferry County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 196,000 of these acres are irrigated.
- Average value of land and buildings per farm was \$888,000. This was more than the 2007 state average of \$759,000.

Sales:

With the exception of foods sold directly to consumers (see below), farmers typically sell commodities to wholesalers, brokers or manufacturers that require further processing or handling to become consumer items. The word “commodities” is used in this report to mean the crops and livestock sold by farmers through these wholesale channels. The term “products” encompasses commodity sales, direct sales, and any other sales.

- The region’s farmers sold \$872 million of crops and livestock in 2007.
- Farm product sales increased by 48% from 2002 to 2007.
- \$720 million of crops were sold.
- \$152 million of livestock and products were sold.
- 4,739 (66%) of the region’s farms sold less than \$10,000 of products in 2007.
- Total sales from these small farms were \$7.1 million, 1% of the region’s farm product sales.
- 1,262 (18%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were at least \$823 million, more than 94% of the region’s farm product sales. *Note that sales data for farms selling over \$100,000 in Pend Oreille were suppressed by the USDA in an effort to protect confidentiality, so this total, and percentage, are incomplete.*
- 56% of the region’s farms (3,964 of 7,135) reported net losses in 2007. This is less than the Washington average of 63%.
- 2,865 (40%) of Spokane region’s farmers collected a combined total of \$62 million of federal subsidies in 2007.

Top farm products of Spokane region (2007).

*Note: ** denotes sales data has been suppressed.*

Product	\$ Millions
Wheat	**390
Vegetables	**101
Cattle and calves	67
Fruits, tree nuts, and berries	**44
Barley	**41
Forage crops (hay, etc.)	**35
Ornamentals	**15
Corn	**11

Production Expenses:

- Purchases of fertilizer, lime, and soil conditioners were the largest single expense for the Spokane region farmers in 2007, totaling \$107 million (16% of production expenses).
- Hired farm labor ranked as the second most important expense, at \$65 million (10%).
- Supplies, repairs, and maintenance cost farmers \$64 million (10%).
- Farmers charged \$64 million to depreciation (10%).
- Chemical purchases were \$57 million (9%).
- Land and building rental costs were \$57 million (9%).
- Gasoline, fuels, and oil purchases totaled \$52 million (8%).

- Feed purchases were \$45 million (7%).
- Purchases of seeds totaled \$37 million (6%).

Cattle & Dairy:

- 1,972 farms hold an inventory of 130,000 cattle.
- At least 66,000 cattle were sold by farmers in 2007 for total sales of \$67 million. *Note that data for number of cattle and calves sold in Stevens, and Whitman counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 1,616 farms raise beef cows.
- 82 farms raise milk cows.
- 16 farms produced corn for silage.
- 2,254 farms produced 505,000 tons of forage crops (hay, etc.) on 195,000 acres.
- 1,610 farms sold at least \$35 million of forage. *Note that data for sales of forage in Adams County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Other Livestock & Animal Products:

- 223 farms hold an inventory of 11,000 hogs and pigs.
- 237 farms sold 21,000 hogs and pigs in 2007.
- 440 farms hold an inventory of 10,000 sheep and lambs.
- 473 farms sold \$1.1 million worth of sheep, goats, and lambs in 2007.
- 726 farms hold an inventory of at least 12,000 laying hens. *Note that data for inventory of laying hens in Adams County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 51 farms raise broiler chickens.
- 15 farms engage in aquaculture.
- 456 farms raise horses and ponies.

Grains, Oil Seeds, & Edible Beans:

- 1,474 farms produced at least \$496 million of grains, oil seeds, and edible beans. *Note that data for sales of grains, oil seeds, & edible beans, in Pend Oreille County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 53 farms produced at least 1.7 million bushels of corn for grain on more than 8,603 acres in Adams County. *Note that in the only other corn for grain producing counties, Spokane, and Whitman, data were suppressed by the USDA in an effort to protect confidentiality.*
- Sales of corn for grain were at least \$11 million. *Note that data for sales of corn for grain in Lincoln and Spokane counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- *No farms produced soy beans.*
- 1,341 farms produced at least 68 million bushels of wheat on more than 1.2 million acres, worth at least \$390 million. *Note that data for bushels, acreage, and sales of wheat in Ferry County were suppressed by the USDA in an effort to protect confidentiality so these totals are incomplete.*

Vegetables & Melons (some farmers state that Ag Census data does not fully represent vegetable production):

- 186 farms worked at least 41,000 acres to produce vegetables, worth over \$101 million. *Note that data for acreage of vegetable production in Pend Oreille County, and data for sales of vegetables in Ferry, Pend Oreille, and Whitman counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- This represents a 6 farm decrease in the number of farms since 2002.
- 71 farms raised potatoes.

Fruits (some farmers state that Ag Census data does not fully represent fruit production):

- 206 farms in the region hold 5,357 acres of orchards.
- 215 farms sold at least \$44 million of fruits, nuts, and berries. *Note that data for sales of fruits, tree nuts, and berries, in Whitman County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Nursery & Greenhouse Plants:

- 103 farms sold at least \$15 million worth of ornamentals in 2007. *Note that data for sales of ornamentals in Adams, and Ferry counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- This represents a decrease of 20% in the number of farms (from 129) since 2002.
- 20 farms sold Christmas trees.

Direct & Organic Sales:

- 688 farms sell \$4.4 million of food products directly to consumers. This is a 21% increase of number of farms (569 in 2002) selling direct.
- This amounts to 0.5% of farm product sales, slightly more than the national average of 0.4%.
- Spokane County leads the region in direct sales, with \$1.6 million. Adams County comes in second, with \$1.2 million.
- 71 farms in the region sold at least \$4.1 million of organic products, accounting for more than 7% of Washington's organic sales. *Note that data for organic sales in Pend Oreille and Whitman counties were suppressed by the USDA in an effort to protect confidentiality, so this total, and percentage, are incomplete.*
- For comparison, 1,075 farms in Washington sold \$160 million of organic food products.
- 36 farms are converting at least 1,094 acres of land to organic production. *Note that data for acreage being converted to organic in Pend Oreille County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 53 farms market through community supported agriculture (CSA).
- 304 farms produce and sell value-added products.

Conservation Practices:

- 1,550 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 1,316 farms practice rotational or management intensive grazing.
- 73 farms generate energy or electricity on the farm.

Other Crops:

- 612 farms produced at least 11 million bushels of barley on 180,000 acres, worth at least \$41 million. *Note that data for bushels of barley in Ferry, and Pend Oreille counties, data for acreage of barley in Pend Oreille County, and data for sales of barley in Ferry, Pend Oreille, and Spokane counties, were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*

**Limited-resource farms and others in the Spokane region
(Census of Agriculture, 2007) **denotes figures have been suppressed.**

Small family farms:	Farms	Percent	Acres	Percent
Limited-resource	998	14%	177,721	3%
Retirement	1,589	22%	**431,729	8%
Residential/lifestyle	2,325	33%	**310,451	6%
Farming occupation/lower sales	809	11%	**240,248	4%
Farming occupation/higher sales	263	4%	**437,772	8%
Large family farms	343	5%	**784,592	14%
Very large family farms	352	5%	**1,329,654	25%
Nonfamily farms	456	6%	**462,472	9%
	Total	7,135	**4,174,639	

Definition of terms (Agricultural Census 2007):

Limited-resource farms have market value of agricultural products sold gross sales of less than \$100,000, and total principal operator household income of less than \$20,000.

Retirement farms have market value of agricultural products sold of less than \$250,000, and a principal operator who reports being retired.

Residential/lifestyle farms have market value of agricultural products sold of less than \$250,000, and a principal operator who reports his/her primary occupation as other than farming.

Farming occupation/lower-sales farms have market value of agricultural products sold of less than \$100,000, and a principal operator who reports farming as his/her primary occupation.

Farming occupation/higher-sales farms have market value of agricultural products sold of between \$100,000 and \$249,999, and a principal operator who reports farming as his/her primary occupation.

Large family farms have market value of agricultural products sold between \$250,000 and \$499,999.

Very large family farms have market value of agricultural products sold of \$500,000 or more.

Non family farms are farms organized as non family corporations, as well as farms operated by hired manager.

County and State Highlights

Adams County highlights (Agriculture Census 2007):

- 782 farms, 9% more than in 2002.
- Adams County has 1.1 million acres of land in farms.
- Farmers sold \$344 million of products in 2007.
- \$247 million (72%) of these sales were crops.
- \$97.5 million (28%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 237 farms (30%) in this category.
- The next most prevalent is 50 to 179 acres, with 151 (19%) farms.
- 138 farms (18%) are less than 50 acres.
- 420 farms (54%) sold less than \$10,000 in farm products.
- 257 farms (33%) sold more than \$100,000 in farm products.
- Adams County ranks 1st in Washington for pullets for laying stock replacement, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 2nd in the state for inventory of laying hens, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Adams County ranks 2nd in the state for sales of poultry and eggs, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 9th in the United States, and 3rd in Washington for acreage of potatoes, with 29,000.
- Adams County ranks 3rd in the state for acreage of wheat, with 262,000.
- The county ranks fourth in Washington for sales of livestock, with \$98 million.
- Adams County ranks 4th in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$87 million.
- The county ranks 4th in the state for sales of vegetables, with \$91 million.
- Adams County ranks 4th in the state for acreage of vegetables, 34,000.
- The county ranks fifth in Washington for inventory of ducks, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Adams County ranks 5th in the state for acreage of corn, with 8,603.
- The county ranks 6th in the state for sales of agricultural products, with \$344 million.
- Adams County ranks 6th in the state for sales of crops, with \$247 million.
- The county ranks sixth in Washington for sales of forage crops (hay, etc.), but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Adams County ranks 6th in the state for inventory of cattle and calves, with 44,000.
- The county ranks 8th in the state for sales of milk, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Adams County ranks 9th in the state for sales of hogs and pigs, with \$132,000.
- The County ranks 10th in the state for acreage of forage crops (hay, etc.), with 28,000.
- 35 farms sold \$1.2 million of food directly to consumers. This is a 2 farm increase in the number of farms selling direct, and a 616% increase in direct sales over 2002 sales of \$164,000.
- Direct sales were 0.3% of farm product sales, less than the national average of 0.4%.

Ferry County highlights (Agriculture Census 2007):

- 232 farms, 12% more than in 2002.
- Ferry County has 749,000 acres of land in farms.
- Farmers sold \$2.9 million of products in 2007.

- \$649,000 (22%) of these sales were crops.
- \$2.26 million (78%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 75 farms (32%) in this category.
- The next most prevalent is 180 to 499 acres, with 69 (30%) farms.
- 20 farms (9%) are 1,000 acres or more.
- 50 farms (22%) are less than 50 acres.
- 176 farms (76%) sold less than \$10,000 in farm products.
- 9 farms (4%) sold more than \$100,000 in farm products.
- Ferry County ranks 3rd in Washington for acreage of oats, but *acreage figures were suppressed by the USDA in an effort to protect confidentiality.*
- 37 farms sold \$114,000 of food directly to consumers. This is a 12 farm increase in the number of farms selling direct, and a 39% decrease in direct sales since 2002 sales of \$186,000.
- Direct sales were 3.9% of farm product sales, almost 10 times the national average of 0.4%.

Lincoln County highlights (Agriculture Census 2007):

- 798 farms, 7% more than in 2002.
- Lincoln County has 1.1 million acres of land in farms.
- Farmers sold \$126 million of products in 2007.
- \$117.7 million (93%) of these sales were crops.
- \$8.5 million (7%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 317 farms (40%) in this category.
- The next most prevalent is 50 to 179 acres, with 125 (16%) farms.
- 115 farms (14%) are less than 50 acres.
- 405 farms (51%) sold less than \$10,000 in farm products.
- 278 farms (35%) sold more than \$100,000 in farm products.
- Lincoln County ranks 1st in Washington for inventory of pheasants, with 8,090.
- The county ranks 2nd in the state for acreage of wheat, with 313,000.
- Lincoln County ranks 2nd in the state for acreage of barley, with 40,000.
- The county ranks 3rd in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$106 million.
- Lincoln County ranks seventh in Washington for acreage of field and grass seed crops, with 4,871.
- The county ranks 9th in the state for sales of forage crops (hay, etc.), with \$7.8 million.
- 29 farms sold \$159,000 of food directly to consumers. This is a 7 farm decrease in the number of farms selling direct since 2002. *Note that data for direct sales in 2002 were suppressed by the USDA in an effort to protect confidentiality.*
- Direct sales were 0.1% of farm product sales, one quarter the national average of 0.4%.

Pend Oreille County highlights (Agriculture Census 2007):

- 316 farms, 20% 263 than in 2002.
- Pend Oreille County has 55,000 acres of land in farms.
- Farmers sold \$2.8 million of products in 2007.
- \$1.26 million (45%) of these sales were crops.
- \$1.55 million (55%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 117 farms (37%) in this category.
- The next most prevalent is 50 to 179 acres, with 110 (35%) farms.
- 8 farms (3%) are 1,000 acres or more.

- 137 farms (43%) are less than 50 acres.
- 277 farms (88%) sold less than \$10,000 in farm products.
- 4 farms (1%) sold more than \$100,000 in farm products.
- 40 farms sold \$55,000 of food directly to consumers. This is a 16 farm increase in the number of farms selling direct, and a 57% increase in direct sales over 2002 sales of \$35,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

Spokane County highlights (Agriculture Census 2007):

- 2,502 farms, 12% more than in 2002.
- Spokane County has 626,000 acres of land in farms.
- Farmers sold \$117 million of products in 2007.
- \$98.5 million (84%) of these sales were crops.
- \$18.5 million (16%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 1,040 farms (42%) in this category.
- The next most prevalent is 50 to 179 acres, with 590 (24%) farms.
- 152 farms (6%) are 1,000 acres or more.
- 1,370 farms (55%) are less than 50 acres.
- 1,912 farms (76%) sold less than \$10,000 in farm products.
- 207 farms (8%) sold more than \$100,000 in farm products.
- Spokane County ranks 3rd in the U.S., and 1st in Washington for acreage of lentils, with 34,000.
- The county ranks 1st in the state for acreage of field and grass seed crops, with 24,000.
- Spokane County ranks 3rd in the state for acreage of forage crops (hay, etc.), with 61,000.
- The county ranks 3rd in the state for acreage of barley, with 26,000.
- Spokane County ranks fourth in Washington for inventory of horses and ponies, with 6,043.
- The county ranks 5th in the state for sales of horses and ponies, with \$1.7 million.
- Spokane County ranks 5th in the state for sales of hogs and pigs, with \$201,000.
- The county ranks 6th in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$64 million.
- Spokane County ranks seventh in Washington for acreage of wheat, with 141,000.
- The county ranks 7th in the state for inventory of bee colonies, with 4,498.
- Spokane County ranks 8th in the state for sales of forage crops (hay, etc.), with \$16 million.
- The county ranks 9th in the state for inventory of sheep and lambs, with 2,016.
- Spokane County ranks tenth in Washington for sales of ornamentals, with \$11 million.
- 315 farms sold \$1.6 million of food directly to consumers. This is a 14% increase in the number of farms selling direct (276 in 2002), and a 32% increase in direct sales over 2002 sales of \$1.2 million.
- Direct sales were 1.4% of farm product sales, more than 3 times the national average of 0.4%.

Stevens County highlights (Agriculture Census 2007):

- 1,258 farms, 11 farms less than in 2002.
- Stevens County has 531,000 acres of land in farms.
- Farmers sold \$24.5 million of products in 2007.
- \$11.68 million (48%) of these sales were crops.
- \$12.85 million (52%) of these sales were livestock.

- The most prevalent farm size is 10 to 49 acres, with 425 farms (34%) in this category.
- The next most prevalent is 50 to 179 acres, with 408 (32%) farms.
- 56 farms (4%) are 1,000 acres or more.
- 508 farms (40%) are less than 50 acres.
- 924 farms (73%) sold less than \$10,000 in farm products.
- 46 farms (4%) sold more than \$100,000 in farm products.
- Whitman County ranks second in Washington for inventory of sheep and lambs, with 3,221.
- The county ranks 5th in the state for acreage of nursery stock, but *acreage figures were suppressed by the USDA in an effort to protect confidentiality.*
- Whitman County ranks 6th in the state for sales of hogs and pigs, with \$193,000.
- The county ranks 6th in the state for acreage of forage crops (hay, etc.), with 45,000.
- Whitman County ranks sixth in Washington for acreage of oats, with 823.
- The county ranks 8th in the state for sales of sheep and goats, with \$252,000.
- Whitman County ranks 8th in the state for acreage of barley, with 3,176.
- The county ranks 9th in the state for inventory of bee colonies, with 3,173.
- Whitman County ranks tenth in Washington for inventory of horses and ponies, with 3,920.
- The County ranks 10th in the state for sales of forage crops (hay, etc.), with \$5.1 million.
- 178 farms sold \$922,000 of food directly to consumers. This is a 42% increase in the number of farms selling direct (125 in 2002), and a 60% increase in direct sales over 2002 sales of \$577,000.
- Direct sales were 3.8% of farm product sales, nearly 10 times the national average of 0.4%.

Whitman County highlights (Agriculture Census 2007):

- 1,247 farms, 15% more than in 2002.
- Whitman County has 1.3 million acres of land in farms.
- Farmers sold \$254 million of products in 2007.
- \$244 million (96%) of these sales were crops.
- \$10 million (4%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 416 farms (33%) in this category.
- The next most prevalent is 180 to 499 acres, with 210 (17%) farms.
- 244 farms (20%) are less than 50 acres.
- 625 farms (50%) sold less than \$10,000 in farm products.
- 461 farms (37%) sold more than \$100,000 in farm products.
- Whitman County ranks 1st in Washington and 8th in the United States for sales of grains, oilseeds, dry beans, and dry peas, with \$237 million.
- The county ranks 1st in the state for sales of hogs and pigs, with \$1.6 million.
- Whitman County ranks 1st in the state, and 2nd in the country, for acreage of wheat, with 458,000.
- The county ranks first in Washington, and 2nd in the country, for acreage of barley, with 109,000.
- Whitman County ranks 1st in the state, and 9th in the country, for acreage of dry edible peas, with 37,000.
- The county ranks 1st in the state for acreage of dry edible beans, with 33,000.
- Whitman County ranks 1st in the state for inventory of quail, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks first in Washington for inventory of hogs and pigs, with 8,488.
- Whitman County ranks 2nd in the state for sales of sheep and goats, with \$384,000.

- The county ranks 2nd in the state, and 4th in the United States, for acreage of lentils, with 33,000.
- Whitman County ranks 3rd in the state for inventory of pheasants, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality*.
- The county ranks fifth in Washington for inventory of sheep and lambs, with 2,370.
- Whitman County ranks 7th in the state for sales of crops, with \$244 million.
- The county ranks 9th in the state for sales of agricultural products, with \$254 million.
- 54 farms sold \$308,000 of food directly to consumers. This is an 8% increase in the number of farms selling direct (50 in 2002), and a 50% decrease in direct sales since 2002 sales of \$610,000.
- Direct sales were 0.1% of farm product sales, one quarter the national average of 0.4%.

State of Washington highlights (Agriculture Census 2007):

- 39,000 farms, 9% more than in 2002.
- Washington has 15 million acres of land in farms.
- Farmers sold \$6.8 billion of products in 2007.
- \$4.54 billion (70%) of these sales were crops.
- \$2.04 billion (30%) of these sales was livestock.
- The most prevalent farm size is 10 to 49 acres, with 15,000 farms (38%) in this category.
- The next most prevalent is 1 to 9 acres, with 9,211 (23%) farms.
- 2,766 farms (7%) are 1,000 acres or more.
- 24,000 farms (61%) are less than 50 acres.
- 26,000 farms (66%) sold less than \$10,000 in farm products.
- 5,965 farms (15%) sold more than \$100,000 in farm products.
- Washington State ranks 1st in the U.S. for acreage of apples, with 165,000.
- The state ranks 2nd in the country for sales of aquaculture, with \$163 million.
- Washington State ranks 3rd in the country for sales of fruits, tree nuts, and berries, with \$2.1 billion
- The state ranks third in the U.S. For acreage of vegetables, with 344,000
- Washington state ranks 4th in the country for sales of vegetables, with \$810 million.
- The state ranks 4th in the country for sales of Christmas trees, with \$23 million.
- Washington state ranks 4th in the country for acreage of barley, with 224,000.
- The state ranks sixth in the U.S. For sales of forage crops (hay, etc.), with \$555 million.
- Washington state ranks 8th in the country for acreage of wheat, with 2.1 million.
- The state ranks 10th in the country for sales of milk, with \$876 million.
- 5,418 farms sold \$44 million of food directly to consumers. This is a 20% increase in the number of farms selling direct (4,527 in 2002), and a 25% increase in direct sales over 2002 sales of \$35 million.
- Direct sales were 0.6% of farm product sales, more than the national average of 0.4%.
- If direct food sales made up a single commodity, the value of these sales would roughly equal the value of the state's 19th-most important product, raspberries.
- 1,207 farms farm organically, with a total of 43,000 acres of harvested cropland, and 16,000 acres of pastureland.
- 22,000 acres on 514 farms are undergoing organic conversion.
- 1,075 farms in Washington sold \$160 million of organic food products, including \$137 million of crops (this may include ornamental and greenhouse crops), \$2.6 million of livestock and poultry, and \$20 million of products from livestock and poultry (such as milk or eggs).
- 437 farms market through community supported agriculture (CSA).
- 2,214 farms produce value-added products.
- 8917 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 8,582 farms practice rotational or management intensive grazing.
- 499 farms generate energy or electricity on the farms.

Washington's top farm products in 2011 (Economic Research Service)

The data in the table and pie chart below are for the state as a whole. See chart on next page.

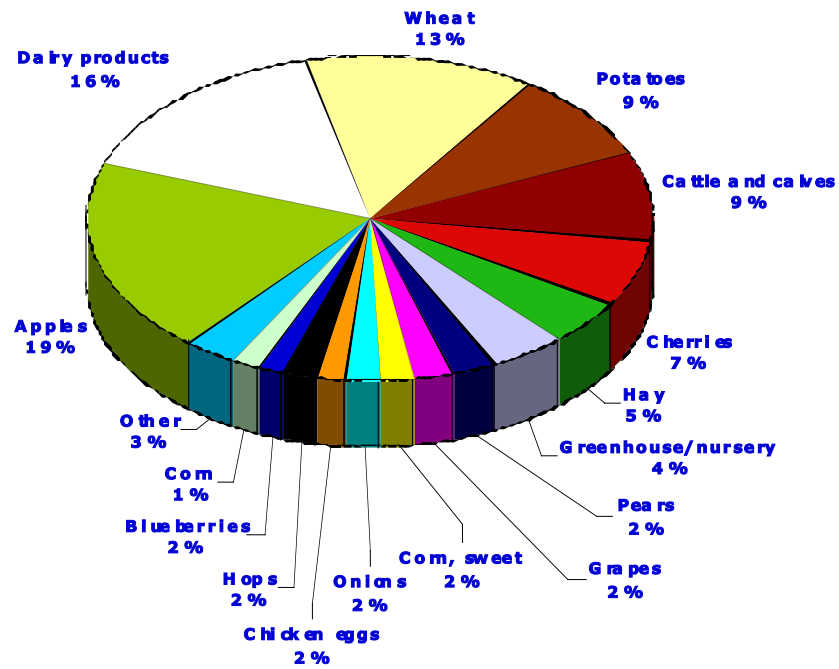
	\$ millions
1 Apples	1,567
2 Dairy products	1,273
3 Wheat	1,056
4 Potatoes	711
5 Cattle and calves	702
6 Cherries	534
7 Hay	375
8 Greenhouse/nursery	349
9 Pears	190
10 Grapes	189
11 Corn, sweet	164
12 Onions	150
13 Chicken eggs	142
14 Hops	141
15 Blueberries	122
16 Corn	120
17 Mint	68
18 Dry beans	49
19 Raspberries	44
20 Barley	34
21 Dry peas	31
22 Lentils	28

Note: aquaculture, broilers, and carrots were also listed among Washington's top 25 products, but sales figures for these products were not released by ERS, in an effort to protect confidentiality.

Note also that at \$44 million, direct sales from farmers to consumers amount to just about the same as the value of the 19th-ranking product, raspberries.

Washington's top farm products in 2011 (Economic Research Service)

See table on previous page



Source: USDA Economic Research Service

Balance of Cash Receipts and Production Costs (BEA):

Spokane region farmers sell \$908 million of food commodities per year (1989-2011 average), spending \$961 million to raise them, for an average loss of \$44 million each year. *Note that these sales figures compiled by the BEA may differ from cash receipts recorded by the USDA Agriculture Census (above).*

Overall, farm producers spent \$1 billion by producing crops and livestock over the years 1989 to 2011 than they earned by selling these products. Farm production costs exceeded cash receipts for 15 years of that 23-year period. Moreover, 56% of the region's farms reported that they lost money in 2007 (Ag Census). Spokane region farmers and ranchers earned \$160 million less by selling commodities in 2011 than they earned in 1969 (in 2011 dollars).

Farmers and ranchers earn another \$87 million per year of farm-related income — primarily custom work, and rental income (23-year average for 1989-2011). Federal farm support payments are a more important source of net income than commodity production, averaging \$125 million per year for the region for the same years.

The region's consumers:

See also information covering low-income food consumption and food-related health conditions, page 1-2 above. Spokane region consumers spend \$1.7 billion buying food each year, including \$982 million for home use. Most of this food is produced outside the region, so Spokane region consumers spend about \$1.5 billion per year buying food sourced far away. Only \$4.4 million of food products (0.48% of farm cash receipts and 0.26% of the region's consumer market) are sold by farmers directly to consumers.

Estimated change in net assets (that is, assets minus liabilities) for all region households combined was a gain of \$528 million in 2011 alone (BLS).

Farm and food economy summary:

Farmers lose \$44 million each year producing food commodities, and spend \$425 million buying inputs sourced outside of the region. Even when farmers make money, these input purchases result in substantial losses to the region as a whole. Overall, farm production creates a loss of \$344 million to the region.

Meanwhile, consumers spend \$1.5 billion buying food from outside. Thus, total loss to the region is \$1.8 billion of potential wealth *each year*. This loss amounts to double the value of all food commodities raised in the region.

Spokane region: markets for food eaten at home (2011):

Spokane region residents purchase \$1.7 billion of food each year, including \$982 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 204
Fruits & vegetables	194
Cereals and bakery products	127
Dairy products	108
“Other,” incl. Sweets, fats, & oils	349

If Spokane region residents purchased \$5 of food directly from farmers in the region, this would generate \$159 million of new farm income for the region.

Adams County: markets for food eaten at home (2011):

Adams County residents purchase \$53 million of food each year, including \$30 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 6.4
Fruits & vegetables	6.0
Cereals and bakery products	3.9
Dairy products	3.4
“Other,” incl. Sweets, fats, & oils	10.8

Ferry County: markets for food eaten at home (2011):

Ferry County residents purchase \$21 million of food each year, including \$12 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.6
Fruits & vegetables	2.4
Cereals and bakery products	1.6
Dairy products	1.4
“Other,” incl. Sweets, fats, & oils	4.4

Lincoln County: markets for food eaten at home (2011):

Lincoln County residents purchase \$29 million of food each year, including \$17 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3.5
Fruits & vegetables	3.3
Cereals and bakery products	2.2
Dairy products	1.8
“Other,” incl. Sweets, fats, & oils	6.0

Pend Oreille County: markets for food eaten at home (2011):

Pend Oreille County residents purchase \$36 million of food each year, including \$21 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 4.3
Fruits & vegetables	4.1
Cereals and bakery products	2.7
Dairy products	2.3
“Other,” incl. Sweets, fats, & oils	7.4

Spokane County: markets for food eaten at home (2011):

Spokane County residents purchase \$1.3 billion of food each year, including \$760 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 158
Fruits & vegetables	150
Cereals and bakery products	98
Dairy products	84
“Other,” incl. Sweets, fats, & oils	270

Stevens County: markets for food eaten at home (2011):

Stevens County residents purchase \$120 million of food each year, including \$70 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 14.5
Fruits & vegetables	13.8
Cereals and bakery products	9.0
Dairy products	7.7
“Other,” incl. Sweets, fats, & oils	24.8

Whitman County: markets for food eaten at home (2009):

Whitman County residents purchase \$125 million of food each year, including \$72 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 15.0
Fruits & vegetables	14.3
Cereals and bakery products	9.3
Dairy products	7.9
“Other,” incl. Sweets, fats, & oils	25.7

Washington State: markets for food eaten at home (2011):

Washington State residents purchase \$19 billion of food each year, including \$11 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2,280
Fruits & vegetables	2,167
Cereals and bakery products	1,413
Dairy products	1,203
“Other,” incl. Sweets, fats, & oils	3,890

Supplemental Data:

Asotin County: markets for food eaten at home (2011):

Asotin County residents purchase \$61 million of food each year, including \$35 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 7.3
Fruits & vegetables	7.0
Cereals and bakery products	4.5
Dairy products	3.9
“Other,” incl. Sweets, fats, & oils	12.5

Columbia County: markets for food eaten at home (2011):

Columbia County residents purchase \$11.2 million of food each year, including \$6.5 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 1.4
Fruits & vegetables	1.3
Cereals and bakery products	0.8
Dairy products	0.7
“Other,” incl. Sweets, fats, & oils	2.3

Garfield County: markets for food eaten at home (2009):

Garfield County residents purchase \$6.3 million of food each year, including \$3.6 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 0.8
Fruits & vegetables	0.7
Cereals and bakery products	0.5
Dairy products	0.4
“Other,” incl. Sweets, fats, & oils	1.3

Key data sources:

Bureau of Economic Analysis data on farm production balance

<http://www.bea.doc.gov/bea/regional/reis/>

Food consumption estimates from Bureau of Labor Statistics Consumer Expenditure Survey

<http://www.bls.gov/cex/home.htm>

U.S. Census of Agriculture

<http://www.nass.usda.gov/census/>

USDA/Economic Research Service food consumption data:

<http://www.ers.usda.gov/data/foodconsumption/>

USDA/ Economic Research Service farm income data:

<http://ers.usda.gov/Data/FarmIncome/finfidmu.htm>

For more information:

To see results from *Finding Food in Farm Country* studies in other regions of the U.S.:

<http://www.crcworks.org/?submit=fffc>

To read the original *Finding Food in Farm Country* study from Southeast Minnesota (written for the Experiment in Rural Cooperation): <http://www.crcworks.org/ff.pdf>

To view a PowerPoint presented in March, 2008, by Ken Meter at Rep. Collin Peterson's (D-MN) Minnesota agricultural forum, called the "Home Grown Economy":

<http://www.crcworks.org/crcppts/petersonkm08.pdf>

For further information: <http://www.crcworks.org/>

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