

Testimony before the House Agriculture & Natural Resource Committee

Please support - HB 3382

April 7, 2015

Chair Witt and Members of the Committee:

My name is Anna Scharf and I am here today on behalf of Scharf Farms in Perrydale, OR. I am here to urge you to vote yes on HB3382.

I am not going to take time to reaffirm the comments made previously by Dr. Carol Mallory-Smith, Mr. Endicott and other canola growers. I would like to share with you what I see as the economic value of canola.

For crop year 2014 Scharf Farms grew 118 acres of Canola under the ODA and OSU administered program. We also grew 143 acres of Radish contracted privately to a seed company. Both were rotational crops to grass, wheat and clover.

Canola is a commodity crop traded on the open market just like wheat, soybeans, etc. The grower determines when to sell based on the current market price or their individual need for cash flow. At harvest time the market price was favorable so we harvested and delivered the Canola immediately from the field to the plant and received payment within 30 days.

The radish, however, is a different story. Like the canola, we harvested and delivered the radish immediately, but radish is a proprietary crop and payment for that crop has yet to be seen. The first crop payment is due to Scharf Farms on April 15th, but there is diminished hope that such payment will be received and we are not alone in this concern.

As of today, Scharf Farms along with 31 other family owned farms have filed crop liens with the Secretary of State's office totaling over \$4.5 Million for radish seed grown for the same seed company.

Cash flow in farming is key and extremely important during harvest. This is the time of the year when farm inputs; labor, fuel, etc. are at their highest. The ability to harvest and sell a crop immediately is a valuable tool to have. Other rotational crops that we grow are proprietary; radish, grass, clover, row crops, etc. and have payment terms that are tied to when the contracting company wants the product; often several months after harvest. Therefore, from a purely economic standpoint, HB3382 allows for some family farmers to have that cash flow opportunity for the next three years. I ask that you please support HB3382

Anna Scharf
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