

Sales of Selected Livestock and Products

Virginia livestock and poultry sales in 1997 were \$1.563 billion, constituting 67 percent of total farm sales. Livestock and poultry sales rose 15 percent from 1992-97. As a proportion of all Virginia agricultural sales, livestock and poultry sales remained about the same as in 1992 and 1987.

Poultry sales equaled 49 percent of total poultry and livestock sales in 1997 and were 32 percent of all Virginia agricultural product sales. Sales of cattle and calves² equaled 25 percent of total poultry and livestock sales, and dairy product sales were 17 percent of total poultry and livestock sales. These three sub-sectors thus formed 88 percent of total poultry and livestock sales, and constituted 61 percent of all Virginia agricultural sales. Poultry sales rose 33 percent from 1992-97: the only livestock sales category that rose significantly. Sales of cattle and calves fell by 1 percent, and dairy product sales decreased by 6 percent from 1992-97. Although hog sales are only 5 percent of total poultry and livestock sales, such sales increased by 17 percent from 1992-97. Sales of sheep and wool fell by 24 percent from 1992-97. All other Virginia livestock specialty sales, including bees, aquaculture, goats, and others totaled \$59 million in 1997.

Central District produces a significant proportion of state livestock and poultry sales in nearly every category (Table 23). Sales of Central District poultry products equaled 11 percent of Virginia poultry sales. Virtually all such sales were in Piedmont Planning District, and primarily in Amelia County, which increased poultry sales by 51 percent from 1992-97. Other poultry producing counties did not see significant changes in their sales of poultry products from 1992-97, except for Buckingham County, whose sales decreased by 27 percent. The district produced 24 percent of Virginia dairy product sales. Production was spread throughout many counties in the extension district but was most prominent in Franklin County, which alone produced 9 percent of Virginia milk sales in 1997. However, Franklin County milk sales were down 7 percent from 1992. Sales of cattle and calves were 17 percent of the state total, also spread across many counties in the extension district. Particularly prominent counties in sales of cattle and calves were Bedford (13 percent of district sales) and Franklin (13 percent). Bedford sales fell 4 percent from 1992-97, while Franklin sales increased 45 percent. The district produces 15 percent of Virginia hog sales, primarily in Halifax, Buckingham, and Prince Edward counties. Increased sales from 1992-97 in these three counties (Halifax \$1.8 million, Buckingham \$5 million, Prince Edward \$2.3 million) reflect substantial new investment in integrated hog production.

² Sales of cattle and calves include sales of all cattle, but not sales of dairy products.

	Poultry Products (\$000)	Dairy Products (\$000)	Cattle & Calves (\$000)	Hogs & Pigs (\$000)	Sheep & Wool (\$000)	Total Livestock & Poultry (\$000)
Central	86,801	65,145	68,024	11,542	169	247,806
Northeast	6,155	7,260	8,907	273	62	32,875
Northern	4,128	35,150	69,238	638	607	145,540
Northwest	574,122	100,383	104,783	2,372	2,396	792,815
Southeast	60,775	2,380	5,691	29,317	43	124,258
Southwest	38	54,821	133,142	179	1,218	204,067
Virginia	760,221	271,855	389,787	77,478	4,655	1,563,418

Northern District produced 9 percent of state poultry and livestock sales in 1997. District dairy sales were 13 percent of total Virginia sales. Principal counties for dairy production were Culpeper, Fauquier, and Madison. However, milk sales fell 12 percent in Culpeper, 7 percent in Fauquier, and 7 percent in Madison from 1992-97, which could not fail but to have a negative impact on local economies. Fauquier County predominates in cattle production, but Loudon, Culpeper, Madison, Orange, and Albemarle all have sizable percentages of district sales. Cattle sales were lower in each of these counties in 1997 compared to 1992.

Slightly more than half of Virginia poultry and livestock sales originate in Northwest Extension District. Central Shenandoah Planning District made up 73 percent of extension district poultry and livestock sales, and most of the rest came from Page and Shenandoah counties. Overall, poultry sales accounted for 72 percent of district livestock and poultry sales. Although each of the four principal Shenandoah Valley counties increased poultry sales, the \$61.5 million increase in Rockingham sales dwarfs the increase in sales from the other three counties. Table 24 shows the principal poultry-producing counties and their sales.

Table 24. Proportional Poultry Sales of Principal Poultry Counties		
County	Virginia Poultry Sales (%)	Sales Change 1992-97 (%)
Rockingham	44	22
Page	14	73
Augusta	10	56
Shenandoah	7	44
Total	74	35

Northwest District produced 37 percent of Virginia dairy sales. Rockingham and Augusta together produced 81 percent of the district's dairy sales and 30 percent of the state total. An indicator of the regional consolidation of dairy production is that Rockingham sales rose 9 percent from 1992, while all other major Virginia dairy producing counties declined. Augusta sales of dairy products fell 9 percent from 1992-97. Central Shenandoah Planning District and within it, Augusta and Rockingham counties, also dominates in district cattle and calf sales. Together, the two counties produce 54 percent of district cattle sales, equaling 15 percent of total Virginia sales. In this sub-sector, Augusta sales are nearly as large as Rockingham. However, Augusta cattle sales were down 7 percent from 1992, while Rockingham sales rose 6 percent.

Southeast District produced only 8 percent of Virginia poultry and livestock sales. Accomack County produced 80 percent of district poultry sales, but Southeast District generates only 8 percent of Virginia poultry sales. Accomack poultry sales were 88 percent higher in 1997 than in 1992. Hog production in the district is primarily located in Isle of Wight, Southampton, and Surry counties. Although the trend for hog sales in Virginia has been lower in the past decade, introduction of integrated production here has increased sales. Isle of Wight sales rose 36 percent since 1992, and Southampton sales rose 11 percent.

Southwest District produced 13 percent of Virginia poultry and livestock sales, nearly all such sales were from dairy and beef cattle production. The district produced 20 percent of Virginia dairy sales. Dairy production is spread widely throughout the extension district, but 62 percent of district sales were concentrated in Mount Rogers Planning District. Washington and Wythe counties had 34 percent of district dairy sales. Most counties saw falling dairy sales from 1992-97. Washington County sales fell 18 percent, and Wythe County sales fell 9 percent from 1992-97. The district produced 34 percent of Virginia cattle and calves sales. Production is spread throughout the counties of the extension district. Mount Rogers Planning District again predominated, with 49 percent of extension district sales. Counties with more than \$10 million in sales include Russell (+3 percent sales from 1992-97), Carroll (-12 percent), Smyth (+5 percent), Washington (+5 percent), Wythe (+9 percent), and Floyd (+30 percent).