

OREGON CHRISTMAS TREES



**NATIONAL
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SERVICE**

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In 2010, Oregon Christmas tree growers cut and sold 6.41 million trees, down 13% from 2008. The 2010 gross sales totaled \$91.1 million, down 17% from 2008. The average tree sold for \$14.21, a decrease of \$0.80 from 2008. All workers totaled 7,956, down from 8,475 in 2008. The average worker was paid \$3,871, down \$559 from 2008.

For the first time since the inception of this survey, Noble Fir trees made up the largest percent of total trees sold. In 2010, Noble Fir trees accounted for 52% of all trees sold, up from 45% in 2008. Douglas Fir trees, previously the industry leader, accounted for 40% of all trees sold.



At 45% of total trees sold, California remained the top destination for Oregon grown Christmas trees. Thirteen percent of all trees were sold to in-state buyers, making Oregon the number two destination. At 10% each, Mexico and Other Western States were tied as the third most popular destination for Oregon Christmas trees.

In 2010, 5.6 million trees were planted. At the time of the survey, producers intended to plant 6.0 million trees in 2011 and 5.8 million trees in 2012.

Table 1 - Christmas trees: Production, sales, workers, wages, and average price per tree, by size of operation, Oregon, 2005-2008, and 2010

Category and year	Size of operation					All operations
	1-14 acres	15-29 acres	30-49 acres	50-99 acres	100+ acres	
2005	7,230	3,318	4,480	6,616	86,332	107,976
2006	4,659	3,326	4,563	7,798	89,109	109,455
2007	3,480	2,873	4,115	7,612	91,187	109,267
2008	4,361	2,988	3,534	6,096	93,139	110,118
Value of sales (1,000 dollars).....2010	2,837	3,260	4,019	6,039	74,968	91,123
2005	464	259	300	431	5,457	6,911
2006	377	225	316	623	5,401	6,942
2007	272	211	298	619	5,653	7,053
2008	317	228	370	497	5,923	7,335
Number of trees sold (1,000 trees).....2010	265	325	388	509	4,924	6,411
2005	15.58	12.81	14.93	15.35	15.82	15.62
2006	12.36	14.78	14.44	12.52	16.50	15.77
2007	12.79	13.62	13.81	12.30	16.13	15.49
2008	13.75	13.14	9.56	12.26	15.72	15.01
Average price per tree (Dollars).....2010	10.71	10.03	10.36	11.86	15.22	14.21
2005	7,165	3,689	4,060	4,713	43,193	62,820
2007	5,662	3,197	4,548	4,404	44,039	61,850
2008	4,992	5,267	4,018	5,763	44,460	64,500
Acres growing trees (Acres).....2010	4,953	4,912	5,100	4,762	37,523	57,250
2005	2,070	854	633	901	5,194	9,652
2007	1,636	731	709	783	5,296	9,155
2008	1,283	505	531	700	5,456	8,475
Number of workers2010	1,307	464	796	768	4,621	7,956
2005	995	847	1,442	1,883	27,001	32,168
2007	930	1,119	1,435	1,954	27,983	33,421
2008	1,203	934	1,297	1,897	32,212	37,543
Wages (1,000 dollars)2010	914	1,010	2,015	1,820	25,041	30,800
2005	1,130	185	112	70	93	1,590
2007	1,069	174	116	76	105	1,540
2008	1,266	242	97	81	94	1,780
Number of operations2010	1,101	249	142	74	67	1,633

Table 2 - Christmas trees: Trees sold, sales, and average price received, by species and size of operation, Oregon, 2005-2008 and 2010

Species and year	Number of trees sold	Average price	Value of sales	Sales by size of operation				
				1-14 acres	15-29 acres	30-49 acres	50-99 acres	100+ acres
	<i>1,000 trees</i>	<i>Dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>
Douglas Fir	2005 3,625	10.73	38,885	1,698	1,275	1,183	2,259	32,470
	2006 3,544	11.65	41,288	1,788	742	1,286	2,859	34,613
	2007 3,516	10.85	38,149	1,192	633	909	2,728	32,687
	2008 3,439	11.48	39,469	1,151	982	1,391	1,708	34,237
	2010 2,548	10.52	26,797	1,116	892	1,080	1,629	22,080
Noble Fir	2005 2,755	21.96	60,508	4,225	1,567	2,458	3,727	48,531
	2006 2,830	21.22	60,053	2,388	2,119	2,660	3,921	48,965
	2007 2,904	21.31	61,884	1,883	1,759	2,602	3,805	51,835
	2008 3,330	18.75	62,440	2,365	1,310	1,539	3,497	53,729
	2010 3,344	17.06	57,046	1,340	1,964	2,430	3,639	47,673
Grand Fir	2005 367	17.06	6,262	982	427	600	463	3,790
	2006 427	14.41	6,153	471	393	497	790	4,002
	2007 491	14.37	7,056	390	418	488	843	4,917
	2008 370	15.01	5,542	386	377	404	600	3,775
	2010 326	13.58	4,428	225	300	264	642	2,997
Nordmann Fir	2005 39	22.87	892	163	17	167	155	390
	2006 21	22.29	468	10	37	35	170	216
	2007 33	21.27	702	13	36	36	183	434
	2008 85	17.06	1,452	141	300	182	131	698
	2010 134	15.69	2,102	67	83	202	108	1,642
Scotch Pine	2005 78	7.15	558	40	7	50	2	459
	2006 66	8.73	576	-	14	29	6	527
	2007 56	9.73	545	-	10	30	3	502
	2008 51	8.13	416	7	3	16	4	386
	2010 9	6.00	54	3	-	12	3	36
Other species.....	2005 47	18.53	871	122	25	22	10	692
	2006 54	16.98	917	2	21	56	52	786
	2007 53	17.57	931	2	17	50	50	812
	2008 60	13.28	799	311	16	2	156	314
	2010 50	13.92	696	86	21	31	18	540
Total	2005 6,911	15.62	107,976	7,230	3,318	4,480	6,616	86,332
	2006 6,942	15.77	109,455	4,659	3,326	4,563	7,798	89,109
	2007 7,053	15.49	109,267	3,480	2,873	4,115	7,612	91,187
	2008 7,335	15.01	110,118	4,361	2,988	3,534	6,096	93,139
	2010 6,411	14.21	91,123	2,837	3,260	4,019	6,039	74,968

Table 3 - Christmas trees: Number of trees sold, by species, Oregon, 2003, 2005-2008, and 2010

Species	Number of trees sold					
	2003	2005	2006	2007	2008	2010
	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>
Douglas Fir	3,693	3,625	3,544	3,516	3,439	2,548
Noble Fir	2,405	2,755	2,830	2,904	3,330	3,344
Grand Fir	415	367	427	491	370	326
Nordmann Fir	28	39	21	33	85	134
Scotch Pine	45	78	66	56	51	9
Other species	70	47	54	53	60	50
Total	6,656	6,911	6,942	7,053	7,335	6,411

Table 4 - Christmas trees: Percent of tree sold, by sales destination, Oregon, 2005-2008, and 2010¹

Sales destination	Douglas Fir	Noble Fir	Grand Fir	Nordmann Fir	Scotch Pine	Other species	All species	
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	
	2005	8	8	16	23	9	16	8
	2007	10	11	23	24	18	16	12
	2008	7	9	18	16	15	15	8
Oregon	2010	15	10	21	10	42	62	13
	2005	2	4	8	3	1	8	3
	2007	2	3	7	3	1	2	3
	2008	3	3	8	8	1	1	3
Washington.....	2010	2	4	7	5	-	6	4
	2005	36	61	45	58	17	38	47
	2007	37	54	38	57	23	38	44
	2008	36	55	40	51	20	26	45
California	2010	39	50	46	60	41	6	45
	2005	10	11	18	10	6	30	11
	2007	9	12	19	9	8	24	11
	2008	8	11	25	10	7	4	10
Other Western ²	2010	8	11	17	6	2	18	10
	2005	2	2	3	1	20	7	2
	2007	2	2	3	1	5	6	2
	2008	1	1	1	-	9	-	1
Midwest ³	2010	1	2	1	1	-	8	1
	2005	10	7	4	2	39	-	9
	2007	9	8	3	4	44	2	8
	2008	10	7	2	7	48	-	9
Gulf States ⁴	2010	10	7	2	3	15	-	8
	2005	5	1	1	-	4	-	3
	2007	7	3	1	-	1	1	5
	2008	6	2	2	1	-	-	4
Atlantic States ⁵	2010	6	1	1	1	-	-	3
	2005	1	1	2	1	-	-	1
	2007	1	1	2	1	-	5	1
	2008	1	1	1	1	-	-	1
Northeast States ⁶	2010	2	1	1	-	-	-	1
	2005	3	1	2	2	4	-	2
	2007	2	1	2	1	-	6	2
	2008	2	1	-	-	-	54	2
Canada ⁷	2010	2	2	3	3	-	-	2
	2005	23	3	1	-	-	1	13
	2007	21	4	1	-	-	-	11
	2008	25	9	2	6	-	-	16
Mexico	2010	11	10	1	10	-	-	10
	2005	-	1	-	-	-	-	1
	2007	-	1	1	-	-	-	1
	2008	-	-	-	-	-	-	-
All other destinations	2010	4	2	-	1	-	-	3

¹ Sales percentages represent the percent of trees sold in each location for each species, not the percent of all trees sold. For example, the sum of all destination sales for Douglas Fir trees is equal to 100 percent.

² Other Western States include: AK, AZ, CO, HI, ID, MT, NM, NV, UT, WY.

³ Upper Midwest States include: IA, IL, IN, KS, KY, MI, MO, ND, NE, MN, OH, SD, WI.

⁴ Gulf States: AL, AR, LA, MS, OK, TN, TX.

⁵ Atlantic States: DE, FL, GA, MD, NC, SC, VA, WV.

⁶ Northeast States: CT, MA, ME, NH, NJ, NY, PA, RI, VT.

⁷ Canada: All provinces.

Table 5 - Christmas trees: Number of trees planted, by species and year planted, Oregon, 2004-2012

Species	Year planted								
	2004	2005	2006	2007	2008	2009	2010	2011 ¹	2012 ¹
	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>
Douglas Fir	3,323	3,018	2,832	2,934	2,524	2,017	2,327	2,416	2,290
Noble Fir	5,200	4,047	3,349	3,040	2,559	2,769	2,579	2,824	2,802
Grand Fir	733	611	519	574	418	240	255	356	233
Nordmann Fir	466	520	480	511	508	421	449	350	436
Scotch Pine	17	21	13	21	10	1	4	1	2
Other species	70	73	118	120	32	24	18	21	14
Total	9,809	8,290	7,311	7,200	6,050	5,472	5,632	5,968	5,777

¹Includes trees planted or intended to be planted.

Table 6 - Christmas trees: Workers and wages, by size of operation, Oregon, 2005, 2007, 2008, and 2010

Category and year	Size of operation					All operations	
	1-14 acres	15-29 acres	30-49 acres	50-99 acres	100+ acres		
Full-time workers	2005	26	26	19	63	702	836
	2007	13	22	22	48	693	798
	2008	68	18	25	61	881	1,053
	2010	67	52	40	71	712	942
Seasonal workers	2005	2,044	828	614	838	4,492	8,816
	2007	1,623	709	687	735	4,603	8,356
	2008	1,215	487	506	639	4,575	7,422
	2010	1,240	412	756	697	3,909	7,014
Total workers	2005	2,070	854	633	901	5,194	9,652
	2007	1,636	731	709	783	5,296	9,155
	2008	1,283	505	531	700	5,456	8,475
	2010	1,307	464	796	768	4,621	7,956
Total wages (1,000 dollars)	2005	995	847	1,442	1,883	27,001	32,168
	2007	930	1,119	1,435	1,954	27,983	33,421
	2008	1,203	934	1,297	1,897	32,212	37,543
	2010	914	1,010	2,015	1,820	25,041	30,800
Annual average wage/worker (Dollars)	2005	481	992	2,278	2,090	5,198	3,333
	2007	568	1,531	2,024	2,495	5,284	3,651
	2008	937	1,849	2,443	2,710	5,904	4,430
	2010	699	2,177	2,531	2,370	5,419	3,871

Table 7 - Christmas trees: Acres, trees sold, sales, and price, by county, Oregon, 2007, 2008, and 2010

County	Acres in operations			Number of trees sold			Total sales			Average price per tree		
	2007	2008	2010	2007	2008	2010	2007	2008	2010	2007	2008	2010
	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 trees</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>1,000 dollars</i>	<i>Dollars</i>	<i>Dollars</i>	<i>Dollars</i>
Benton	7,200	6,500	5,100	920	988	551	15,347	15,516	8,732	16.68	15.70	15.85
Clackamas	19,000	19,000	16,900	2,560	2,389	1,948	36,352	33,260	25,699	14.20	13.92	13.19
Douglas	900	1,200	500	42	37	14	667	628	185	15.87	16.94	13.21
Lane	3,400	3,200	2,400	220	344	213	3,181	4,842	2,891	14.46	14.07	13.57
Linn	2,800	3,000	2,800	270	312	389	3,791	3,352	5,484	14.04	10.75	14.10
Marion	12,900	13,900	14,900	1,460	1,476	1,810	21,798	22,062	24,509	14.93	14.95	13.54
Polk	8,300	9,900	8,100	1,091	1,307	1,042	19,998	22,401	16,997	18.33	17.14	16.31
Washington	2,600	2,600	2,300	180	161	155	2,873	2,608	2,373	15.96	16.21	15.30
Yamhill	3,600	3,400	2,700	240	233	219	3,719	3,804	3,195	15.50	16.32	14.59
Other counties	1,150	1,800	1,550	70	88	70	1,542	1,645	1,058	22.03	18.75	15.11
Oregon	61,850	64,500	57,250	7,053	7,335	6,411	109,267	110,118	91,123	15.49	15.01	14.21