

Submitter: Elaina Huffman  
On Behalf Of: Oppose HB 4002  
Committee: Joint Committee On Farm Worker Overtime  
Measure: HB4002

I am an insurance professional who works with farmers and livestock producers. I help my clients with workers compensation insurance for their agricultural employees, many of whom return to the farms and ranches year after year. I am concerned about the impact that HB 4002A, the ag overtime proposal, would have on my clients' farms/ranches and employees. I do everything I can to help keep their insurance rates low,, but as an agent, I am a price taker. This means that I cannot decrease the rate per \$100 payroll when labor costs increase. Insurance carriers in the market set our prices. Any added costs will have to be absorbed by my clients. That's the economic reality for those of us in agriculture.

Oregon's ag producers are labor intensive and have peak seasonal needs, including harvesting, pruning, planting, calving, branding, and transporting. This bill will likely cost my clients thousands in increased insurance premium costs that they can't afford. To remain in business, my clients will be forced to limit the number of hours that employees work to 40 hours per week, mechanize or transition to less labor-intensive crops to avoid the added expense of overtime pay. My clients will not want to do this, but that is the practical reality. The tax credit provided in the bill is not a durable solution, and many of my clients will have to begin the transition away from labor immediately.

Farmers & ranchers have been clear about the consequences of this policy, but I'm also worried that farm employees will see their paychecks reduced or jobs cut if overtime pay is required after 40-hours. My clients also may not be able to provide health care, provide free housing, provide free vehicle, pay end-of-season bonuses or any number of incentives that are common to attract skilled labor in agriculture.

As a family business, my clients can't operate at a loss year-over-year. Mandating overtime after 40-hours demands wages that are not possible with the economics of agriculture and will result in reduced pay and opportunities for farm employees. Only seven states have adopted ag overtime policies, and most have crafted policies that ensure that local farms can remain viable and that employees' jobs and paychecks are protected. Several states have adopted policies to meet seasonal needs and others established higher overtime thresholds that help avoid some of the worst consequences.

A tax credit is not a workable or durable solution to farmers paying for overtime. Tax credits will be phased out as soon as a recession hits, cannot be enacted in perpetuity, and, as crafted, phase down when growers will need them most. We

need a workable and durable solution that can only be found by adjusting the structure of the overtime proposal to account for the seasonal and year-round needs of the agriculture industry.

As someone who stands to watch her clients and their families lose their family business, I urge you to oppose an overtime mandate at 40-hours in HB 4002A. We would rather take our chances making our case to BOLI than deal with the immediate consequences of the passage of HB 4002A for my farm and my employees. Please help us save agricultural jobs and family farmers - VOTE NO ON HB 4002A!