In Full Bloom

San Luis Obispo County Nursery Industry

2007 Annual Report

San Luis Obispo County
Department of Agriculture
Weights & Measures

San Luis Obispo County Department of Agriculture Weights and Measures

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Gracing our cover this year is a magnificent floral display of Reiger Begonias at Warren's Nursery in Los Osos. Warren Lilly and his wife Connie, owner/operators since 1973, are shown here preparing for the bountiful Mother's Day harvest. Begonias, African violiets, Gloxinias, topiary Ivy, and other indoor decoratives are some of the greenhouse-grown nursery stock sold statewide by Warren's Nursery.

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A.G. Kawamura, Secretary
California Department of Food and Agriculture
and
The Honorable Board of Supervisors
San Luis Obispo County

In accordance with Section 2279 of the California Food and Agricultural Code, I am pleased to submit the 2007 San Luis Obispo County Annual Crop Report.

In many ways, 2007 was a challenging year for county agriculture due to the difficult weather patterns that occurred during the winter of 2006-2007. Rainfall was approximately 37% of average, which negatively affected cattle grazing and dryland farming. The severe freeze extending from January 12-17, 2007, wiped out nearly 90% of the avocado crop and reduced yields in wine grapes. Increased costs, especially for fuel, further contributed to the difficulties facing farmers and ranchers.

Nonetheless, county agricultural production continued to thrive due to the diversity of local agriculture and the ability of producers to secure markets for their crops resulting in overall estimated gross values of $653,870,000. It was a good year for local vegetable production, reaching a new high of $235,474,000. Growers adjusted to market conditions and increased production, which lead to increased returns for carrots, broccoli, cauliflower, and spinach. Strawberry production was another bright spot with increased acreage, production, and prices.

Wine grapes continued as the number one crop in the county, but lost approximately $10,316,000 in value from the previous year due to difficult growing conditions and reduced yields. Acreage and prices were fairly stable, with a few exceptions. Merlot suffered a 28% reduction in total value from the previous year.

The values of nursery production and cattle slightly declined due to a challenging year for these key sectors of the county's agriculture.

The theme for this year's report pays tribute to our successful local nursery and greenhouse industry. Please note pages 5-7 to view the colorful photos and to learn more about the innovative practices used by our local horticulturists to produce high quality crops and to maintain market share.

I would like to thank my dedicated staff, working cooperatively with the local farmers and ranchers, who produced this annual report.

Respectfully submitted,

Robert Lilley,
Agricultural Commissioner/Sealer

C&M Nursery – A Closer Look

Mike Cavaletto was born and raised in Goleta, California and worked on the family farm with his father growing lemons and avocados. With a great passion for the business, Mike attended college and in 1957 received his degree in Fruit Industries in the first ever graduating class of Cal Poly Pomona. Two years later, he married his wife, Mary Lou, and they raised two daughters, Lisa and Laurie, while growing avocados and lemons in Goleta.

Top Photo: Mike Cavaletto and Kim Wilenius

Due to a drive to expand the business and urbanization beginning to take up much of the farmland in Santa Barbara County, Mike began looking for opportunities elsewhere. His longtime friend, citrus and avocado farmer and resident of Nipomo, Eugene (Gene) Mehlschau, encouraged him to look in this area. With the notion that there was a need for a nursery to propagate citrus and avocado trees for sale to orchards and retail outlets, Mike and Gene started C&M (Cavaletto & Mehlschau) Nursery in 1971 on property that was dryland farmed by Gene's father, Peter Mehlschau. In 1972, Mike and his family moved to Nipomo.

Kim Wilenius has worked for C&M as the Nursery Manager since 1982. He takes care of the day to day nursery operations, overseeing and training the approximately 20 employees in the nursery division in highly specialized skills including grafting and budding. Avocado trees require about one year of propagation from seed to sale and citrus trees are sold after one to three years of propagation. Approximately twenty to forty percent of the trees produced in the nursery are sold to established orchards throughout California. The rest are sold to large retailers and other independent nurseries.

C&M Nursery has made impressive advances in the industry, thanks to the innovation, skill, and hard work of its dedicated employees. In 2000, the flat roof greenhouse was constructed. This structure has a retractable roof which opens completely and allows plants to harden off before sale, elimating the need to stage trees from greenhouse to outdoor. This structure also allows rain to go through the porous fabric roof and utilizes solarization exclusively for heating. In their other greenhouses, rain water is collected from the roofs and diverted to a 450,000 gallon lined reservoir. A system of rolling benches is incorporated where young nursery trees are supplied with a system of bottom heat to encourage root growth. The California Department of Food and Agriculture (CDFA) continues to certify C&M for the practices they incorporate into their business to prevent the presence of *Phytophthora cinnamomi*, a widespread soil-borne pathogen that causes root rot and cankering in woody plants. These practices include heat treating the avocado seed, a tire dip for vehicles entering the growing grounds of the nursery, and a shoe dip for personnel before entering greenhouses. A steam sterilization facility built in 1999 heats 60 to 100 cubic yards at a time of potting mix to a temperature of 140 to 150 degrees, which kills harmful pathogens. This innovative steam chamber has allowed the nursery to completely eliminate the use of the pesticide Methyl Bromide. In 2000, C&M was awarded the IPM (Integrated Pest Management) Innovators Award bestowed by The California Department of Pesticide Regulation for reducing pesticide use.

C&M Nursery has met the challenges every agricultural producer faces, including water availability, severe weather fluctuations, marketing changes and foreign competition, and rising fuel costs. With the support of family, friends, and strong working partnerships, the business continues to grow, and maintain its high standards, reputation, and loyal customer base. Mike intends to one day see his daughter, Laurie, and her husband, Mark Moore, take the business well into the future and perhaps for generations to come.

We give our thanks and wishes for continued success to all of the families involved in C&M Nursery.

A Perfect Place for People and Plants

Picture a place that has mild, virtually frost free days averaging 70 degrees year round, cool coastal fog in the summer to keep temperatures pleasant, and a high percentage of warm, sunny winter days. Add to this scene a nearby major transportation corridor that could take you any place in the world, high quality water, and land consisting of sandy soil that drains easily. The very factors that make the central coast so attractive for people also create the perfect conditions for growing a vast variety of plants that provide, according to the Central Coast Greenhouse Growers Association, "food for the body and food for the soul." Few places in the world provide such ideal conditions as the Nipomo Mesa where the majority of the County's greenhouse operations are located. Growers from around the world seek greenhouse facilities to experiment and grow the newest and best varieties of plants that will tickle the fancy of consumers and provide food to feed the world.

An Industry Ranked Number Three in the County

In 2007, nursery stock valued at $107,674,000 was produced at approximately 25 greenhouse facilities and other nursery operations scattered throughout the county. This ranks the industry third in terms of overall value for San Luis Obispo County's agriculture, trailing fruit and nut and vegetable production.

A stable workforce of over 1500 people are employed year round and often includes multiple generations of family members working side by side at the same facility. Most of the greenhouse operations are family-owned businesses that have been located on the Nipomo Mesa for over twenty years.

An Ever Changing Industry Driven by Consumer Preferences

Innovation and reinvention are keys to the success of the greenhouse industry. Growers of decorative plants and flowers are driven by the latest fad, color or convenience item and must anticipate and quickly change in order to meet consumers' ever changing tastes and preferences. Plans for what to grow next are made 1-2 years in advance to follow trends. Growers often have a trial batch of new varieties of plants growing on the side to test emerging preferences. Most recently, containers and packaging of decorative plants and cut flowers have become a new focus, adding color and style with fancy pots and colorful wrapping around flower bouquets to enhance sales appeal to better compete for consumer dollars.

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Vegetable transplant growers continue to pursue new plant varieties that are more disease resistant or produce higher yields to keep the competitive edge. The industry has implemented water saving irrigation practices and many operations reclaim and recycle water as means of conservation.

The Challenges to Growing Plants

The local greenhouse industry faces many challenges. Land prices, water supply, increasing fuel and transportation costs, and the development of neighboring land into homesites keeps the industry looking for ways to stay competitive, improve efficiencies, conserve resources, and remain a positive presence in the local community.

Positive Solutions to the Challenges

In the late 1990's, the industry unified and created the Central Coast Greenhouse Growers Association to resolve issues that arose from residential neighbors concerned about activities taking place in and around greenhouses. Through educational outreach and the development of the Association's "Good Neighbor Policies" the industry found ways to co-exist in the residential/urban setting.

The Association has also successfully established a positive presence in the community through its public service projects. Each year a percentage of the proceeds from the sale of plants and flowers at the Association's annual open house event benefit local agricultural students through scholarships. In 2007, $13,000 was presented to students, including family members of greenhouse workers, pursuing various educational degrees that are sought by the industry. The greenhouse and shade house structures at Nipomo High School, donated and built by Association members, are examples of ways the industry is helping the local community and developing future industry leaders.

The Perfect Place is a Recognized Horticultural Center

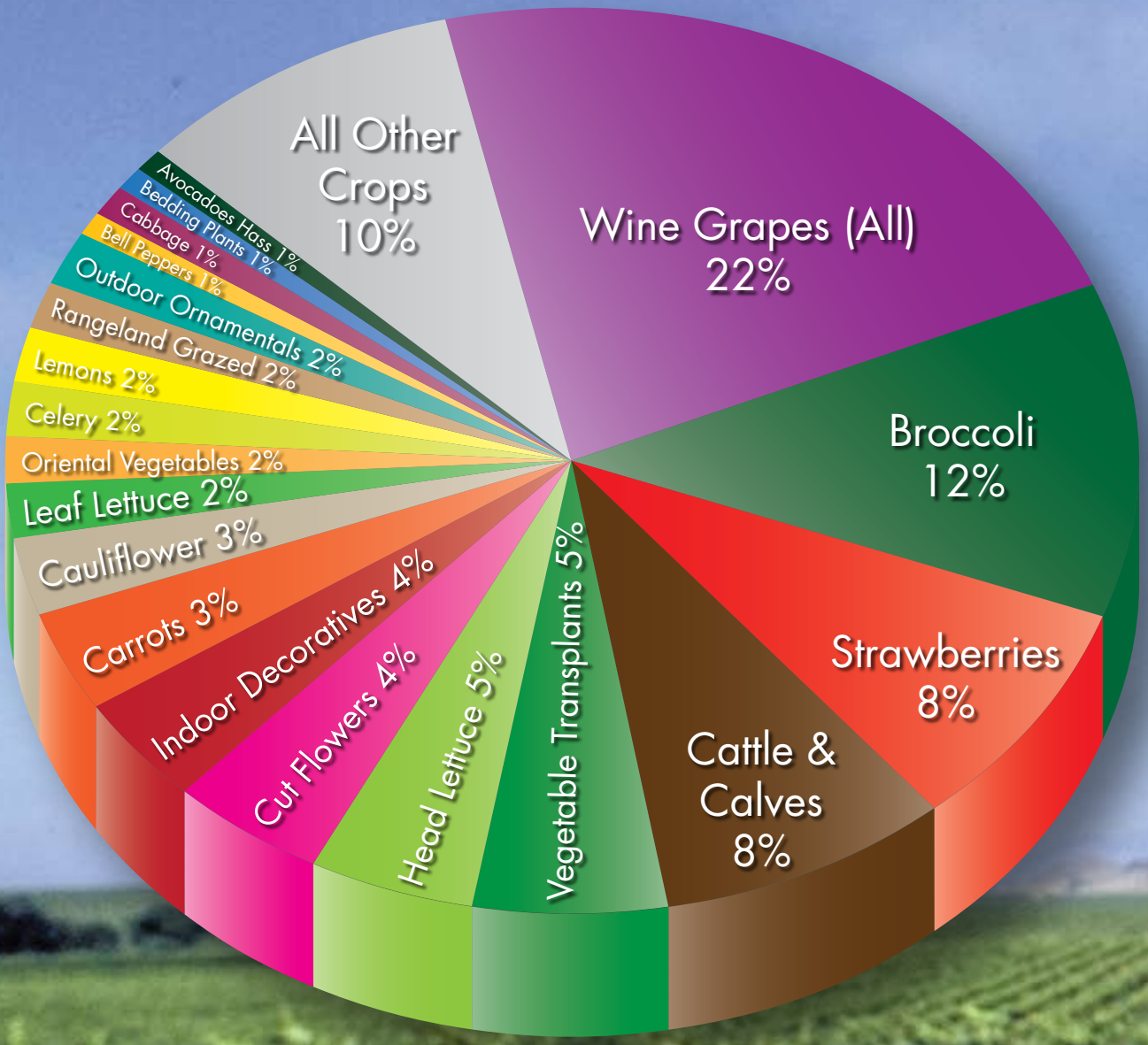
The local greenhouse industry produces an amazing variety of plants – from Easter lilies, Mother's Day roses and rose plants to exotic tropical plants to lettuce and other vegetable transplants to holiday poinsettias. Plants produced in a relatively small area on the Central Coast and shipped all over the US and foreign countries have put this perfect place on the map as an international horticultural center. This success is a tribute to the many hard working individuals and families that produce such high quality plants.

Central Coast Greenhouse Growers Association

Food For The Body and Food For the Soul

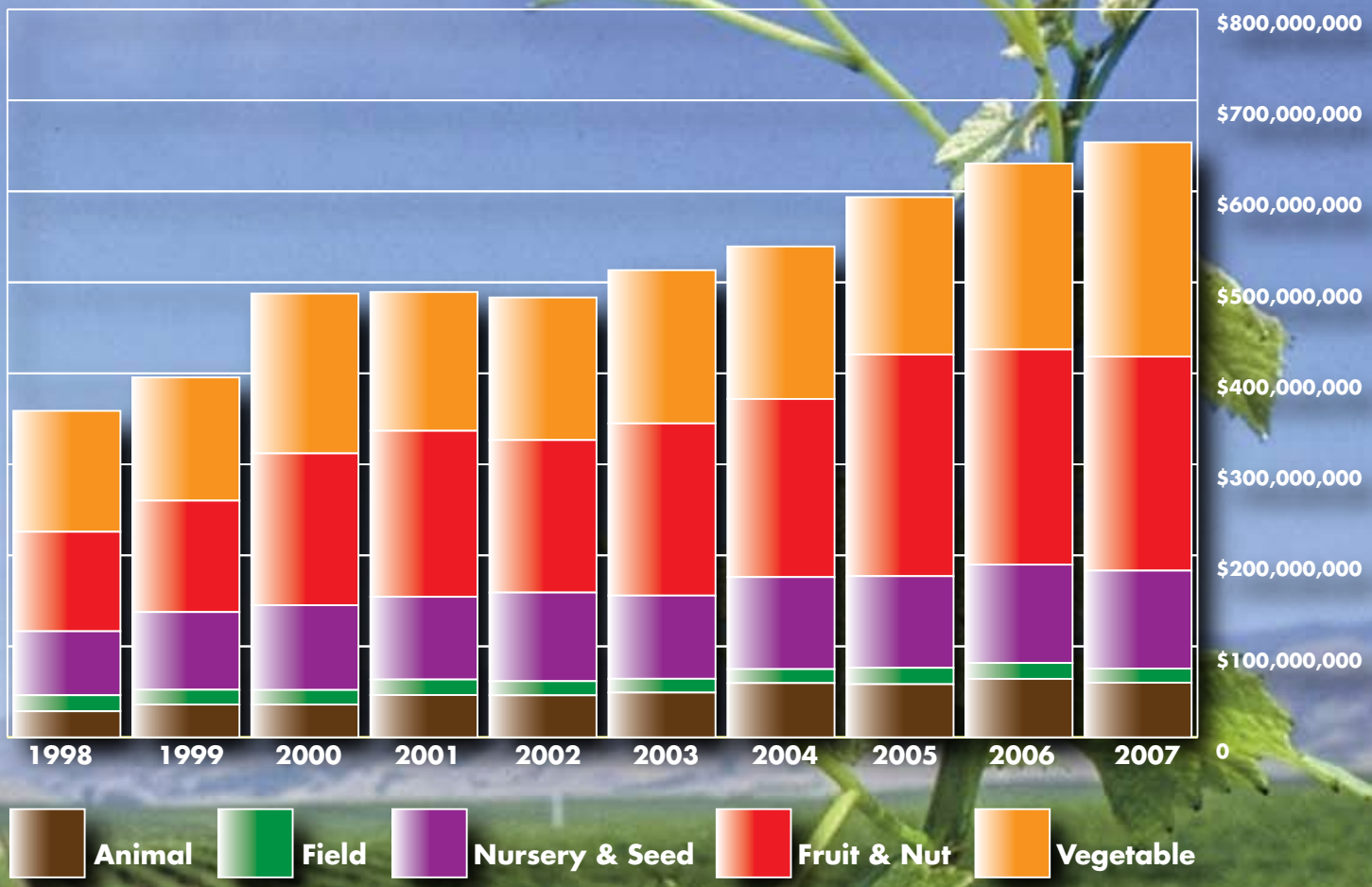
www.ccgga.com

Top Twenty Value Crops



1. WINE GRAPES (ALL)	$141,674,000	11. LEAF LETTUCE	$ 13,987,000
2. BROCCOLI	$ 77,991,000	12. ORIENTAL VEGETABLES	$ 13,597,000
3. STRAWBERRIES	$ 55,493,000	13. CELERY	$ 11,937,000
4. CATTLE AND CALVES	$ 55,272,000	14. LEMONS	$ 10,746,000
5. VEGETABLE TRANSPLANTS	$ 34,679,000	15. RANGELAND GRAZED	$ 10,250,000
6. HEAD LETTUCE	$ 31,862,000	16. OUTDOOR ORNAMENTALS	$ 10,236,000
7. CUT FLOWERS	$ 28,555,000	17. BELL PEPPERS	$ 8,284,000
8. INDOOR DECORATIVES	$ 24,340,000	18. CABBAGE	$ 7,831,000
9. CARROTS	$ 22,505,000	19. BEDDING PLANTS	$ 6,262,000
10. CAULIFLOWER	$ 17,426,000	20. AVOCADOES HASS	$ 6,115,000

Comparison of Valuation of Major Groups During the Past Ten Years



YEAR	ANIMAL	FIELD	NURSERY & SEED	FRUIT & NUT	VEGETABLE	TOTAL VALUE
1998	28,665,000	17,614,000	70,296,000	109,351,000	132,895,000	358,821,000
1999	36,031,000	16,296,000	85,353,000	122,450,000	135,393,000	395,523,000
2000	36,012,000	16,053,000	93,171,000	166,779,000	175,643,000	487,658,000
2001	46,517,000	17,025,000	90,908,000	182,415,000	152,531,000	489,396,000
2002	46,161,000	15,595,000	97,377,000	167,555,000	156,687,000	483,375,000
2003	49,181,000	15,161,500	91,476,000	189,144,000	168,423,000	513,385,500
2004	59,620,000	15,342,100	101,156,000	195,712,000	167,606,000	539,436,100
2005	58,380,000	18,055,000	100,697,000	243,604,000	172,896,000	593,632,000
2006	64,244,000	17,477,000	108,066,000	236,491,000	204,336,000*	630,614,000*
2007	60,078,000	15,462,000	107,674,000	235,182,000	235,474,000	653,870,000

*Revised

Animal Industry

The cattle industry struggled due to limited grassland forage as a result of low rainfall. Calves were sold 2 – 3 months early at weights averaging 150 – 200 pounds lighter than normal due to the shortage of forage and high feed prices. Cow herds were reduced in number by 50%.

Commodity	Year	Number Of Head	Production	Unit	Per Unit	Total
Cattle and Calves	2007	98,000	588,000	Cwt	$94.00	$55,272,000
	2006	95,000	650,750	Cwt	92.00	$59,869,000
Sheep and Lambs	2007	5,187	7,076	Cwt	100.00	708,000
	2006	6,210	8,173	Cwt	100.00	817,000
Miscellaneous*	2007					4,098,000
	2006					3,558,000
TOTAL ANIMAL INDUSTRY	**2007**					**$60,078,000**
	2006					**$64,244,000**

*Aquaculture, Bees Wax, Eggs, Game Birds, Hogs, Honey, Milk, Pollen & Pollination, Wool

Field Crops

Low rainfall resulted in a 77% reduction in production of dry farm grain crops. Prices for these crops increased an average of 66% due to short supplies. Prices for irrigated alfalfa hay prices increased 17%.

Crop	Year	Acreage Planted	Acreage Harvested	Production Per Acre	Production Total	Unit	Value Per Unit	Value Total
Alfalfa Hay	2007	2,800	2,800	7.00	19,600	Ton	$175.00	$3,430,000
	2006	3,030	2,980	7.00	20,860	Ton	$150.00	$3,129,000
Barley	2007	12,457	1,503	1.40	2,104	Ton	170.00	358,000
	2006	12,500	11,000	1.10	12,100	Ton	110.00	1,331,000
Grain Hay**	2007	10,375	4,610	1.20	5,532	Ton	178.00	985,000
	2006	10,300	9,300	2.30	21,390	Ton	100.00	2,139,000
Grain Stubble (Grazed)	2007		6,115			Acre	8.00	49,000
	2006		22,800			Acre	6.50	148,000
Rangeland, Grazed	2007		1,025,000			Acre	10.00	10,250,000
	2006		1,025,000			Acre	10.00	10,250,000
Miscellaneous*	2007	3,000	3,000					390,000
	2006	4,000	4,000					480,000
Total Field Crops	**2007**	**28,632**	**1,043,028**					**$15,462,000**
Field Crops	**2006**	**29,830**	**1,075,080**					**$17,477,000**

*Irrigated Pasture, Garbanzo Beans, Oats, Safflower, Wheat
**Includes Winter Forage

Fruit & Nut Crops

Freezing, dry weather conditions caused significant damage to avocado groves throughout the county reflected by an 87% reduction in total production. Prices for harvested avocados soared by 93% due to short supply as a result of the freeze. Lemon values hit record levels as local growers were less affected by the freeze than growers in other parts of the state. Strawberry production increased by 52% due to favorable weather conditions and increased plantings of higher producing varieties. Wine grapes continue to hold the top position despite lower yields. Wine grape values represent $141,674,000, or 22% of the overall combined value of the County's agriculture industry.

		Acreage		Production				
Crop	**Year**	**Planted**	**Bearing/Harvested**	**Per Acre**	**Total**	**Unit**	**Per Unit**	**Total**
Avocados. (Hass)	2007	4,546	3,709	0.770	2,856	Ton	2,141.02	$6,115,000
	2006	4,526	3,486	6.070	21,160	Ton	1,108.00	$23,445,000
Avocados (Other)	2007	210	210	0.950	200	Ton	646.01	129,000
	2006	210	210	4.040	848	Ton	916.00	777,000
Grapes, Wine (All)	2007	36,435	34,408		136,276	Ton		141,674,000
	2006	36,493	34,662		148,005	Ton		151,990,000
Chardonnay	2007		3,392	5.201	17,642	Ton	1,274.00	22,476,000
	2006		3,481	5.038	17,537	Ton	1,210.00	21,220,000
Sauvignon Blanc	2007		1,086	5.141	5,583	Ton	902.00	5,036,000
	2006		1,145	5.394	6,176	Ton	881.00	5,441,000
White Wine (Other)	2007		1,452	4.892	7,103	Ton	1,203.00	8,545,000
	2006		1,453	4.893	7,110	Ton	1,145.00	8,141,000
Cabernet Sauvignon	2007		11,497	3.752	43,137	Ton	912.00	39,341,000
	2006		11,655	4.067	47,401	Ton	893.00	42,329,000
Merlot	2007		5,165	4.413	22,793	Ton	815.00	18,576,000
	2006		5,245	5.398	28,313	Ton	906.00	25,651,000
Pinot Noir	2007		1,609	1.557	2,505	Ton	2,933.00	7,348,000
	2006		1,573	1.839	2,893	Ton	2,670.00	7,724,000
Syrah	2007		3,641	3.049	11,101	Ton	1,164.00	12,922,000
	2006		3,609	3.082	11,123	Ton	1,214.00	13,503,000
Zinfandel	2007		3,079	3.818	11,756	Ton	957.00	11,250,000
	2006		3,110	3.728	11,594	Ton	910.00	10,551,000
Red Wine (Other)	2007		3,487	4.203	14,656	Ton	1,104.00	16,180,000
	2006		3,391	4.677	15,860	Ton	1,099.00	17,430,000
Lemons	2007	1,634	1,532	15.330	23,486	Ton	457.55	10,746,000
	2006	1,583	1,501	13.510	20,279	Ton	285.00	5,779,000
Strawberries (All)	2007	1,138	1,138		39,113	Ton		55,493,000
	2006	1,075	1,075		30,192	Ton		40,051,000
Fresh	2007			25.116	28,582	Ton	1,691.67	48,351,000
	2006			17.526	18,840	Ton	1,745.00	32,877,000
Processed	2007			9.254	10,531	Ton	678.20	7,142,000
	2006			10.560	11,352	Ton	632.00	7,174,000
Valencia Oranges	2007	304	304	13.920	4,232	Ton	328.26	1,389,000
	2006	304	304	12.100	3,678	Ton	253.00	931,000
English Walnuts	2007	3,107	2,330	0.330	769	Ton	1,762.27	1,355,000
	2006	3,107	2,330	0.490	1,142	Ton	1,615.00	1,844,000
Miscellaneous*	2007	3,442	2,130					18,281,000
	2006	3,451	2,449					11,674,000
Total Fruit & Nut Crops	**2007**	**50,816**	**45,761**					**$235,182,000**
	2006	**50,749**	**46,017**					**$236,491,000**

*Almonds, Apples, Apricots, Asian Pears, Bushberries, Cherries, Feijoas, Grapefruit, Kiwis, Mandarin Oranges, Navel Oranges, Nectarines, Olives, Peaches, Pears, Persimmons, Pistachios, Pomegranates, Quince, Table Grapes, Tangerines

Vegetable Crops

Vegetables overall increased by 15% in value compared to 2006. Carrot acreage continues to expand in Cuyama Valley and North County. Spinach bounced back from the 2006 food safety scare with a 125% increase in harvested acreage and a 147% increase in total value. For the first time, this is the highest value crop category in the county.

Crop	Year	Harvested Acreage	Production Per Acre	Total	Unit	Per Unit	Total
Bell Peppers	2007	981	997.0	978,057	30#	8.47	$8,284,000
	2006	774	1,271.0	983,754	30#	7.56	$7,437,000
Broccoli (All)	2007	16,338	585.0	9,557,730	23#	8.16	77,991,000
	2006 **	12,909	689.0	8,894,301	23#	8.22	73,111,000
Carrots (All)	2007	3,280	976.0	3,201,280	50#	7.03	22,505,000
	2006 *						
Cabbage	2007	1,190	789.0	938,910	45#	8.34	7,831,000
	2006	1,278	791.0	1,010,898	45#	7.74	7,824,000
Cauliflower	2007	2,686	814.0	2,186,404	25#	7.97	17,426,000
	2006	2,556	680.0	1,738,080	25#	6.80	11,819,000
Celery	2007	1,352	1,112.0	1,503,424	60#	7.94	11,937,000
	2006	1,145	1,131.0	1,294,995	60#	11.43	14,802,000
Lettuce, Head	2007	6,228	697.0	4,340,916	50#	7.34	31,862,000
	2006	6,171	715.0	4,412,265	50#	6.63	29,253,000
Lettuce, Leaf	2007	3,159	588.0	1,857,492	25#	7.53	13,987,000
	2006	2,079	816.0	1,696,464	25#	7.43	12,605,000
Oriental Vegetables	2007	1,331	736.0	979,616	80#	13.88	13,597,000
	2006	1,993	810.0	1,614,330	80#	8.18	13,205,000
Peas Edible Pod	2007	155	323.0	50,065	10#	11.06	554,000
	2006	413	539.0	222,607	10#	8.50	1,892,000
Spinach	2007	859	467.0	401,153	20#	12.19	4,890,000
	2006	381	798.0	304,038	20#	6.50	1,976,000
Squash	2007	213	776.0	165,288	30#	5.31	878,000
	2006	246	669.0	164,574	30#	5.82	958,000
Miscellaneous*	2007	2,215					23,732,000
	2006	6,231					29,454,000
TOTAL Vegetable Crops	**2007**	**39,987**					**$235,474,000**
	**2006 ** **	**36,176**					**$204,336,000**

*Anise, Artichokes, Arugula, Beans, Beets, Brussel Sprouts, Carrots, Chard, Chili Peppers, Cilantro, Collards, Cucumbers, Daikon, Dandelion, Dill, Endive, Escarole, Fennel, Garlic, Herbs, Kale, Kohlrabi, Leeks, Melons, Mushrooms, Mustard, Onions, Parsley, Parsnips, Potatoes, Pumpkins, Radicchio, Radishes, Rutabagas, Sweet Corn, Tomatillos, Tomatoes, Turnips

**Revised

Nursery Products

The overall value of nursery products was basically level from the previous year with increases in some commodities offsetting reductions in others. Utility and fuel prices continue to climb and pressure from foreign competition created challenges for the industry.

Crop	Year	Field Production (acres)	Greenhouse Production (sq ft)	Value
Bedding Plants, Sod, & Ground Cover	2007 2006	77 75	107,698 84,215	$6,262,000 $5,641,000
Cut Flowers and Greens^	2007 2006	135 116	2,788,973 2,907,550	28,555,000 29,607,000
Indoor Decoratives	2007 2006	2 0	2,824,694 3,034,146	24,340,000 28,063,000
Outdoor Ornamentals	2007 2006	66 70	361,138 112,500	10,236,000 8,602,000
Vegetable and Ornamental Transplants	2007 2006	35 31	2,119,160 2,129,960	34,679,000 32,880,000
Miscellaneous*	2007 2006	594 741	140,644 139,051	3,602,000 3,273,000
TOTAL NURSERY STOCK	**2007** **2006**	**909** **1,033**	**8,342,307** **8,407,422**	**$107,674,000** **$108,066,000**

* Aquatic, Bulbs, Cacti, Christmas Trees, Fruit-Nut trees, Herbs, Propagative plants, Scion wood, Seed, Specialty plants, Succulents

^ Includes cut flowers grown in greenhouse and field

Sustainable Agriculture Report

Biological Control Program:

In 2007, the Department's Biological Control Program monitored three agricultural pests - Yellow Starthistle, Puncture Vine and Giant Whitefly - in order to determine the presence of beneficial biological control insects.

Staff surveyed 37 Yellow Starthistle infested sites. Two beneficial insects, a seed-feeding weevil and the seed-feeding larva of a fly, were both found at 34 sites, and the remaining three sites had at least one of the two beneficial insects. The presence of these insects will result in the eventual decrease of Yellow Starthistle seeds at these sites.

Puncture Vine plants inspected throughout the county yielded positive finds of two beneficial weevils. Their presence is a positive indication of future reductions of Puncture Vine plant populations.

Staff monitored 22 Giant Whitefly infested sites throughout the county for the presence of a wasp that destroys the Whitefly nymphs. Samples taken at the sites determined that the wasp is well established, thus decreasing the need for additional wasp releases.

2007 Beneficial Biological Control Organism Monitoring

TARGETED PEST		BIOCONTROL AGENT MONITORED	
Common Name	***Scientific Name***	**Common Name**	***Scientific Name***
Yellow Starthistle	*Centaurea solstitialis*	Hairy Weevil False Peacock Fly	*Eustenopus villosus* *Chaetorellia succinea*
Puncture Vine	*Tribulus terrestris*	Stem-boring PV Weevil Seedhead PV Weevil	*Microlarinus lypriformis* *Microlarinis lareynii*
Giant Whitefly	*Aleurodicus dugesii*	None	*Idioporus affinis*

Integrated Pest Management Program for County Facilities:

The Department's County Facility Integrated Pest Management Program, established in 1997, continues to focus on education and training of county employees to solve common workplace insect and rodent pest problems using least toxic means. This translates into a safer environment for county workers and the public that uses county buildings and other facilities. In 2007, department staff responded to 231 requests for assistance at 48 county facilities due to pest problems related to ants, spiders, flies, rodents, wasps, cockroaches, hornets and scorpions.

Pest Detection Program:

The Department's Pest Detection Program deployed 3,387 insect traps over a 384 square mile area during 2007 to detect insects that are detrimental to agriculture before they become established in the county. The traps were checked 28,909 times for the presence of pests such as Glassy-winged Sharpshooter, Gypsy Moth, Japanese Beetle, Red Imported Fire Ant, and a variety of exotic fruit fly species. In 2007, none of these targeted pests were detected in traps, enabling the county to declare itself officially "free from" these quarantine pests.

Pest Exclusion Program:

In addition to utilizing traps, staff also searched for the Glassy-winged Sharpshooter through inspection of incoming nursery stock shipments originating from outside the county. A total of 5,352 shipments were inspected in 2007. Nineteen shipments were rejected due to the presence of the Sharpshooter and were either sent back to the shipper, reconditioned, or destroyed. This strict and thorough inspection program has been successful in keeping the pest out of the county, and has protected the vital grape, citrus, and ornamental industries.

Throughout 2007, staff intercepted, inspected, quarantined and destroyed pest-infested plant shipments arriving into San Luis Obispo County from across the United States and around the world. Out of a total of 20,533 incoming shipments, 7,987 shipments were inspected during 2,435 site visits. 158 shipments were rejected for significant pest finds or otherwise not meeting California's quarantine standards, thus protecting local agriculture and the environment from pests that do not currently exist in San Luis Obispo County.

Organic Crop Statistics:

During 2007 there was a continued increase in organic activity represented by the registration of 15 additional organic growers, as well as numerous commodities and acreages added to existing registrations. The new organic registrations were primarily for blueberries, lemons, herbs, wine grapes, avocados, beef, lamb, and walnuts. San Luis Obispo County had 77 registered organic producers and an additional six producers registered in other counties but producing at locations in San Luis Obispo County. Overall, there were 83 organic producers or handlers operating in the county, a 17% increase over 2006.

The total harvested organic acres in 2007 was 7,167, a 19% increase over 2006. The continuing trend is to register berries, salad greens, avocados and vegetables as organic.

Year	Harvested Acres
2004	2,947
2005	4,493
2006	6,126*
2007	7,167*

*Includes 1,800 acres of rangeland.

USDA ORGANIC

San Luis Obispo County Department of Agriculture/Weights and Measures

Financial Report - Fiscal Year 2006-07

Revenue	**4,855,297**	
County Funds	2,394,395	49%
State Funds	2,159,942	45%
Collected Fees	300,960	6%

Expenditures	**4,855,297**	
Salaries And Benefits	4,042,769	83%
Services & Supplies	465,554	10%
Overhead	339,921	7%
Equipment	7,053	0%

FUNDING SOURCES	**$4,855,297**	
Agricultural Resources	**$476,653**	
State Funds	54,200	11%
County Funds	382,088	80%
Collected Fees	40,365	8%
Measurement Standards	**$546,863**	
State Funds	8,813	2%
County Funds	456,259	83%
Collected Fees	81,791	15%
Environmental Protection	**$1,417,790**	
State Funds	809,376	57%
County Funds	581,004	41%
Collected Fees	27,410	2%
Pest Management	**$681,995**	
State Funds	257,032	38%
County Funds	359,660	53%
Collected Fees	65,303	10%
Product Quality	**$160,769**	
State Funds	53,465	33%
County Funds	29,480	18%
Collected Fees	77,824	48%
Pest Prevention	**$1,571,227**	
State Funds	977,057	62%
County Funds	537,559	34%
Collected Fees	56,611	4%