



REFLECTIONS

2010 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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MISSION STATEMENT

The Department of Agriculture/Weights and Measures is committed to serving the community by protecting agriculture, the environment, and the health and safety of its citizens, and by ensuring equity in the marketplace.



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Karen Ross, 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, we are pleased to release our annual report representing the value of crops produced in San Luis Obispo County for the 2010 calendar year. Please note that these values are not reflective of net profit and represent the gross value of agricultural products produced within the county.

Amidst a struggling economy, 2010 was a record breaking year for San Luis Obispo County's agriculture with overall crop values improving by 14.4% to \$712,808,000. Mild weather conditions and ample rainfall provided ideal growing conditions for many of the crops produced in the county. In addition, a stable wine grape industry, increased strawberry production, and rebounding avocado yields all contributed to a remarkable year.

Representing 24% of the overall crop value in the county and remaining at the top rank, wine grapes increased in total value by 4%. Prices were down across the board, but high yields of red varieties helped to push the overall value higher for the year.

Strawberry plantings increased by 525 acres with land historically farmed for vegetables being converted to produce this highly valued fruit. The increase in planted acres, utilization of early varieties, and significantly higher prices for fresh berries contributed to a record year for this industry sector.

Avocado growers enjoyed a rebound in production compared to previous years of difficult growing conditions. Heat and cold damage severely reduced production during 2007 and 2009. This year's rebound is marked by a 527% improvement in yield bringing production back to historical levels and balancing out significantly lower prices.

Please enjoy the theme story for this report taking us through the past 30 years of agriculture in the county through the eyes of Robert F. Lilley, retired Agricultural Commissioner/Sealer. His tenure at the department has afforded him a keen insight into the trends and changes over the years and his contributions to local agriculture have been significant.

Special thanks go out to all of those who contributed to this report including all of the growers and businesses who provided key data and aspects of agricultural production in San Luis Obispo County. Additionally, I would like to thank my staff for their contributions in making this report possible and for their dedication and commitment to protecting agriculture here and abroad.

Respectfully submitted,

Martin Settevendemie
Agricultural Commissioner/Sealer



REFLECTIONS OF THE PAST 35 YEARS

By Bob Lilley

One of the few things that farmers and ranchers can all agree on is that change in agriculture is inevitable. This has certainly been the case since 1975. Looking back to the mid-seventies, the local agricultural scene in San Luis Obispo County was dominated by dry land grain farming (barley, wheat, and oats), cattle grazing, and vegetable production in the coastal valleys. The wine grape and nursery industries hardly existed. Wineries in the county numbered less than five, and agricultural tourism was limited to mostly trail rides and hunting trips.

The growth of our current number one crop, wine grapes, started in the late seventies with a few pioneer growers and the help of a forward looking Farm Advisor named Jack Foote. He saw the potential for San Luis Obispo County turning into a premium wine grape growing region. Foote began performing extensive trials of different varieties of wine grapes to determine which varieties were the most suitable for our diverse local growing regions. An important factor contributing to the growth of wine grapes in the county was highly suitable rolling hills in the Paso Robles and Edna

Valley regions, which had been cleared for dry land grain production post World War II. Although the cleared land was not originally dependent on ground water pumping for grain production, the two water basins in Paso Robles and Edna proved satisfactory to irrigate the now over 35,000 acres planted in wine grapes. Once the wine grape acreage started to take off in the 80s and 90s the wineries followed, which now number over 300 in the county. This, in turn, opened the door for another growth industry associated with tourism.

Another agricultural industry that got its start in the late 20th century was the nursery industry, which centered on greenhouse production on the Nipomo Mesa. The mesa provided ideal conditions for greenhouse nursery production with a moderate coastal climate, excellent water quality, and close proximity to the US 101 shipping corridor. In the mid-70s, the mesa had a few barely passable sandy roads running through acres of eucalyptus trees planted in the early 1950's for poles. Nurserymen cleared small areas to build greenhouses and began producing high quality potted plants, cut flowers, and vegetable transplants. The industry



expanded greatly in the 80s and 90s reaching a peak in 2007, only to suffer economic decline in the last few years due to the overall slide in the economy.

The cattle industry has been a major stakeholder in the county since the agriculture department started compiling statistics in 1928. Historic cattle ranches began in the county during the development of the missions and are still producing quality cattle and calves. Over half of the land mass of the county is currently grazed by managed cattle herds. The county also has housed a livestock market for decades. Cattlemen are a proud group and have ranched in the county for four or five generations.

The vegetable industry has been one of the leading agricultural commodities in value for the county for over 75 years. Coastal valleys in Santa Maria (half of which is located in San Luis Obispo County) and Arroyo Grande have many acres of prime agricultural soils, a dependable ground water supply, and perfect coastal climate to produce a wide variety of vegetables 12 months out of the year.

Vegetable varieties and cultural practices have changed since the mid-70s. During the middle of the 20th century there were several types of beans grown in the county, but the market fell flat later in the century leading to production of other vegetable varieties such as broccoli, cauliflower, cabbage, celery, and lettuce. Cultural practices changed as growers chose to get a jump on the market by planting vegetable transplants instead of growing from seed.

Transportation to market has also changed. Rail cars were previously used to ship packed vegetables to destination, but for the last 30 years a large fleet of refrigerated trucks ship vegetables throughout the nation. Some vegetables are shipped to Pacific Rim countries via ocean vessels.

Another commodity which has sharply increased in value in just the last 10 years is strawberries. Strawberries went from a minor crop to the second highest value crop produced in the county. Coastal climate, sandy soils, adequate water, excellent growing conditions, available labor, and suitable
(continued)



REFLECTIONS (continued)

land have all contributed to the increase in strawberry acreage. Fresh strawberries are harvested spring through fall for destinations throughout California and the nation. Nearly all of the nation's strawberries are grown in coastal California counties from San Diego to Santa Cruz.

Avocados is another crop which has shown growth in recent decades. San Luis Obispo County is the northern most California county where avocados can be grown commercially. Local growers enjoy a late harvest and often receive a higher price per ton than the southern California competition. However, they also run the risk of significant frost damage due to the

northern proximity of the growing region.

The changes in San Luis Obispo County agriculture over the last 35 years include a shift to more "intensive" agriculture, which is more dependent on irrigation, labor, capital investment, and technology, but yields a higher potential profit. Looking forward, cropping patterns will likely continue to intensify resulting in higher yields per acre. The future success of agriculture will include overcoming the challenges associated with the availability of irrigation water, the need for additional labor, and preservation of land suitable for intensification.

OUR FAREWELL TO BOB

A long and remarkably successful career of more than 30 years of public service to San Luis Obispo County came to a close as Agricultural Commissioner/Sealer Bob Lilley retired at the end of December 2010.

Bob's journey to the top job of Ag Commissioner began while he was still a teenager. Bob left his family roots in Tustin, CA, in 1972 and transferred from Saddleback Junior College to follow his older brother to Cal Poly and continue his education. Here he found fascination with agriculture and its influences on San Luis Obispo and decided to pursue a career where he could incorporate this new-found interest with his passion for the outdoors. After graduation from Cal Poly in 1974 and



armed with a Bachelor of Science degree in Ornamental Horticulture, Bob's life and career began to blossom. Staying in San Luis Obispo, Bob started his own landscaping company with a partner. In 1977, Bob saw an advertisement in the Telegram-Tribune newspaper for the job of Agricultural Inspector. After researching the position a bit, Bob decided to apply for the job, competing against 76 other applicants.

It was Bob's first interview with then-Agricultural Commissioner Earl Kalar that earned him the job and in December 1977 at the young age of 26, his career with the San Luis Obispo County Department of Agriculture was launched.

In 1979, with his career firmly on track, Bob found time to accept a "blind date" set up by friends where he was introduced to Susie McCormick, a grammar school teacher for the Atascadero School District. It was a set up that changed the course of their lives forever. Bob and Susie married the year following that first date and eventually had two children, Sarah and Scott.

During his early years as an Ag Inspector, Bob earned his Masters degree in Agricultural Science from Cal Poly. He continued to gain experience and the skills required to pass the tests required by the California Department of Food and Agriculture to advance to higher level positions. Bob's determination and enthusiasm for his job with the County Agricultural Commissioner's office are what gave him the motivation to advance through each rank. After serving eighteen years as Assistant Agricultural Commissioner, Bob had a confidence and understanding of the essential elements for the job and in 2002 he was appointed as San Luis Obispo County's sixth Agricultural Commissioner/Sealer.

During the first 25 years of Bob's career as Deputy, and then as Assistant Ag Commissioner, he was mentored and worked



closely with Agricultural Commissioner/Sealer Richard Greek. Richard encouraged all staff to continuously prepare and pursue any opportunities for advancement. Along with the support from Richard, Bob credits the organization "Toastmasters" for helping him to fully recognize and develop his own leadership skills. Through his involvement in this group, Bob gained the confidence and poise that over time he found to be so vital in growing to become an effective leader. Bob's selection and participation in the California Agricultural Leadership Program from 1992-1993 was a career highlight providing personal and professional insight and growth.

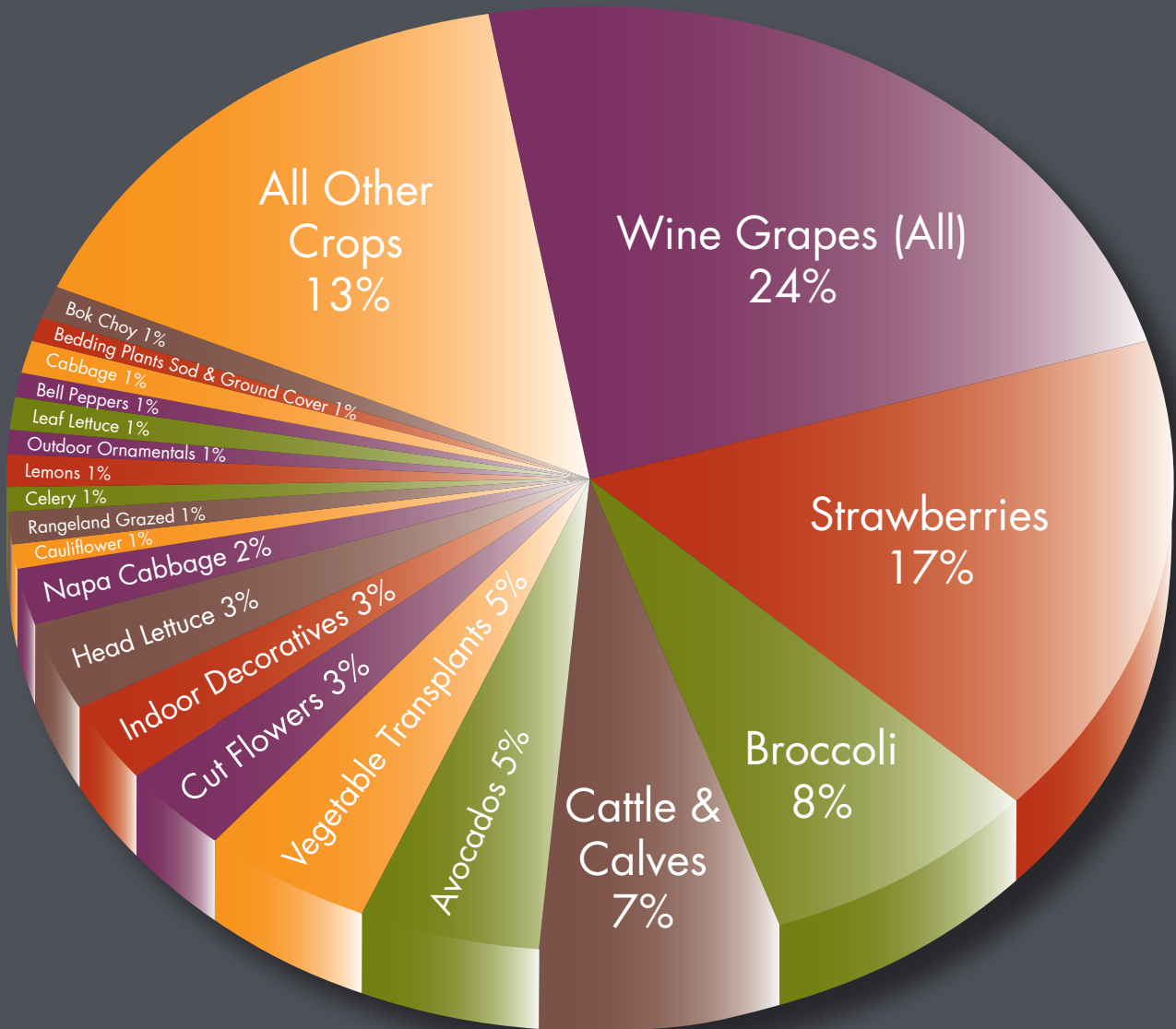
Bob leaves his professional career with many remarkable industry awards and accomplishments. These include SLO County Cattlemen's Association special recognition for dedication to agriculture, Profile in Leadership Award from the Ag Leadership Program for outstanding public policy administration, Special Achievement Award from the California Agricultural Commissioners and Sealers Association for the Department's Land Use Planning Program, and State of California Special Achievement Award for outstanding contribution to the agricultural industry and citizens of the state of California. Bob authored the county's Food and Agricultural Emergency Planning Response, the county's Right to Farm Ordinance, developed the Department's Land Use Planning Program, and spearheaded county land use policies.

For future plans, while embracing his new found free time, Bob will keep San Luis Obispo County his home. He plans to stay involved with agriculture, locally and statewide. Susie also recently retired after 36 years of teaching and together they look forward to spending more time with family, especially in their new roles as proud grandparents.

To our friend we say farewell. We'll miss your genuine smile, easy going nature, and infectious laugh. We wish you great surf, big fish, and many laughs. Aloha Bob, and thank you.

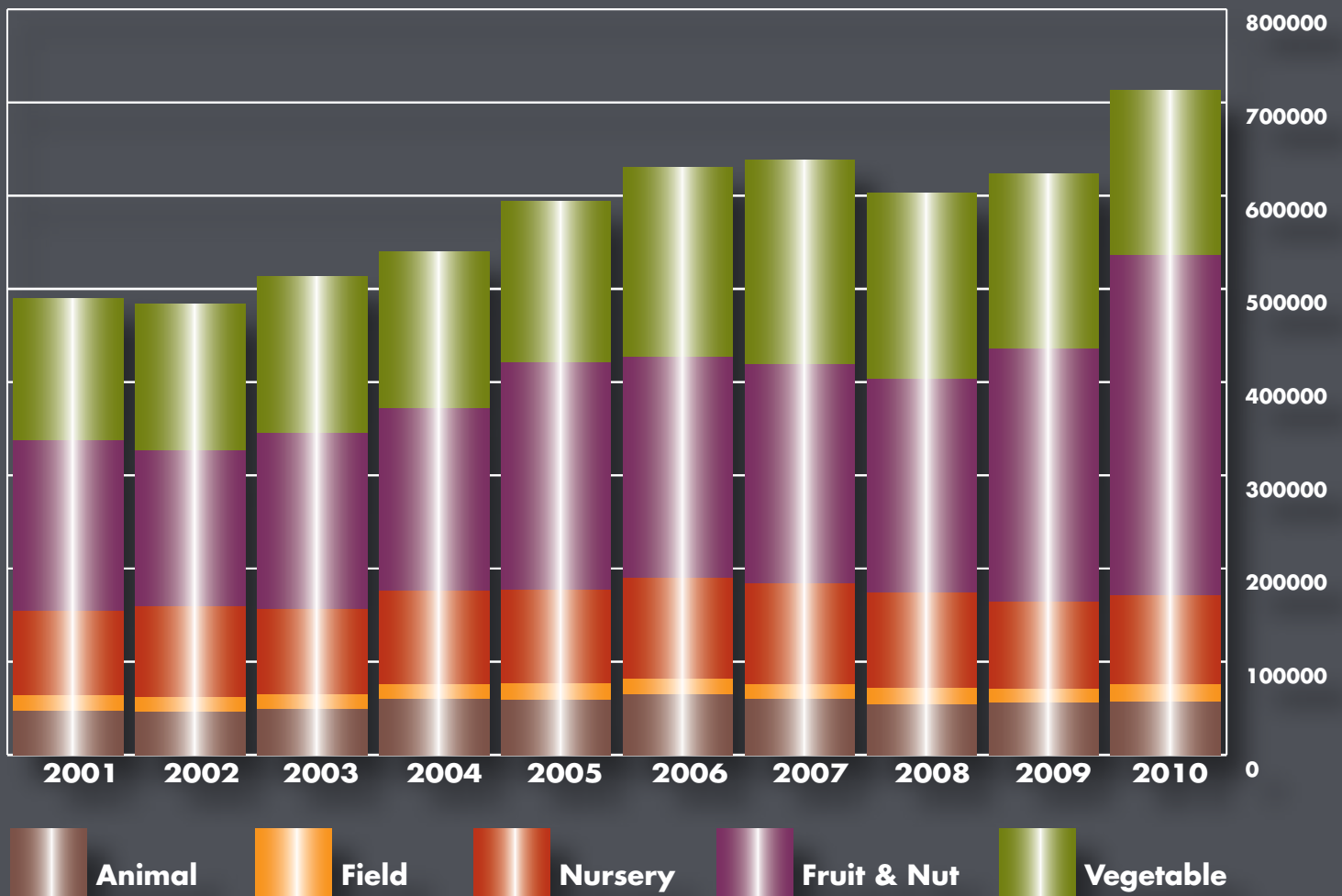


TOP TWENTY VALUE CROPS



1. Wine Grapes all	\$173,558,000	11. Cauliflower	\$9,271,000
2. Strawberries	\$123,542,000	12. Rangeland Grazed	\$9,225,000
3. Broccoli	\$55,830,000	13. Celery	\$8,526,000
4. Cattle and Calves	\$53,374,000	14. Lemons	\$8,153,000
5. Avocados	\$35,862,000	15. Outdoor Ornamentals	\$8,152,000
6. Vegetable Transplants	\$33,460,000	16. Leaf Lettuce	\$5,564,000
7. Cut Flowers	\$23,313,000	17. Bell Peppers	\$4,645,000
8. Indoor Decoratives	\$23,289,000	18. Cabbage	\$4,021,000
9. Head Lettuce	\$18,454,000	19. Bedding Plants, Sod & Ground Cover	\$3,827,000
10. Napa Cabbage	\$14,064,000	20. Bok Choy	\$3,620,000

COMPARISON OF VALUATION OF MAJOR GROUPS DURING THE PAST TEN YEARS



YEAR	ANIMAL	FIELD	NURSERY	FRUIT & NUT	VEGETABLE	TOTAL VALUE
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	235,135,000	219,746,000	638,095,000
2008	53,848,000	17,790,000	101,845,000	229,661,000	199,778,000	602,922,000
2009	55,375,000	15,178,000	93,759,000	271,474,000	187,309,000	623,095,000
2010	57,139,000	18,545,000	94,708,000	365,750,000	176,666,000	712,808,000

ANIMAL INDUSTRY

The cattle industry saw higher than normal prices and the ample rainfall improved grazing conditions compared to the past three years of drought conditions. This led to heavier weights, but herd sizes reduced due to the previous droughts resulted in fewer cattle going to market. Overall, this category increased 3% in value.

Commodity	Year	Number Of Head	Production	Unit	Per Unit	Total
Cattle and Calves	2010	77,500	550,250	Cwt	\$97.00	\$53,374,000
	2009	82,500	565,125	Cwt	\$92.00	\$51,992,000
Miscellaneous*	2010					3,765,000
	2009					3,383,000
TOTAL ANIMAL INDUSTRY	2010					\$57,139,000
	2009**					\$55,375,000

* Aquaculture, Bees Wax, Eggs, Game Birds, Goats, Honey, Lambs, Sheep, Wool
 ** Revised

FIELD CROPS

Growing conditions for field crops, such as barley, grain hay and alfalfa, were very favorable due to above normal rainfall during the critical growing season. Strong demand for ethanol crops (corn, for example) grown in other regions of the US helped keep grain prices strong. This category increased by 22% over 2009 values.

Crop	Year	Acreage		Production		Unit	Value	
		Planted	Harvested	Per Acre	Total		Per Unit	Total
Alfalfa Hay	2010	2,216	2,216	5.72	12,676	Ton	\$140.00	\$1,775,000
	2009	2,001	2,001	5.89	11,786	Ton	\$132.00	\$1,556,000
Barley	2010	11,179	11,136	1.35	15,034	Ton	182.00	2,736,000
	2009	12,465	8,593	0.71	6,101	Ton	144.00	879,000
Grain Hay ++	2010	11,746	11,636	2.28	26,530	Ton	102.00	2,706,000
	2009	11,376	10,237	1.66	16,993	Ton	116.00	1,971,000
Grain Stubble (Grazed)	2010		6,038			Acre	17.00	103,000
	2009		10,098			Acre	11.00	111,000
Rangeland, Grazed **	2010		1,025,000			Acre	9.00	9,225,000
	2009		1,025,000			Acre	9.00	9,225,000
Miscellaneous *	2010	5,342	6,252					2,000,000
	2009	2,688	3,313					1,436,000
TOTAL FIELD CROPS	2010	30,483	1,062,278					\$18,545,000
	2009	28,530	1,059,242					\$15,178,000

* Irrigated Pasture, Garbanzo Beans, Oats, Safflower, Sudan Grass, Wheat, Field Seed
 ++ Includes winter forage
 ** Harvested acres include irrigated pasture

Wine grapes continue to hold the top position in overall value and represent 24% of the combined value of the County's entire agricultural industry. Favorably mild weather conditions for red varieties contributed to an 18% increase in yields overall compared to 2009 tonnage totals. Yield levels of local red varieties were far higher than statewide averages.

The strawberry industry showed significant expansion in 2010. An additional 525 acres over 2009 levels were planted for a total of 2,418 acres. The value of fresh market and processing strawberries combined increased 69% over 2009.

Avocado groves rebounded dramatically from extremely hot weather conditions during 2009 and freeze damage which occurred in 2007. Yields improved by 527% over 2009 levels, resulting in 22,640 tons of avocados harvested in 2010. However the price for avocados was only 62% of 2009 levels. Dry-land farmed walnuts benefitted from the ample rainfall in 2010 with production increases of 48% over 2009 levels.



FRUIT AND NUT CROPS

Crop	Year	Acreage		Production		Unit	Per Unit	Total
		Planted	Bearing/Harvested	Per Acre	Total			
Avocados	2010	4,800	4,319	5.242	22,640	Ton	\$1,584.00	\$35,862,000
	2009	4,800	3,919	0.922	3,613	Ton	\$2,551.00	\$9,218,000
Grapes, Wine (All)	2010	36,253	33,827		173,885	Ton		173,558,000
	2009	36,276	34,100		147,380	Ton		166,378,000
Chardonnay	2010		3,381	5.712	19,312	Ton	1,195.00	23,078,000
	2009		3,481	6.192	21,554	Ton	1,289.00	27,784,000
Sauvignon Blanc	2010		915	7.217	6,604	Ton	842.00	5,560,000
	2009		983	6.025	5,923	Ton	920.00	5,449,000
White Wine (Other)	2010		1,750	4.562	7,984	Ton	1,109.00	8,854,000
	2009		1,763	4.933	8,697	Ton	1,212.00	10,541,000
Cabernet Sauvignon	2010		10,966	5.364	58,822	Ton	965.00	56,763,000
	2009		11,280	3.993	45,041	Ton	1,031.00	46,437,000
Merlot	2010		4,755	7.003	33,299	Ton	735.00	24,475,000
	2009		4,765	5.060	24,111	Ton	829.00	19,988,000
Pinot Noir	2010		1,994	1.825	3,640	Ton	2,474.00	9,005,000
	2009		1,905	2.299	4,380	Ton	2,714.00	11,887,000
Syrah	2010		3,462	3.959	13,706	Ton	977.00	13,391,000
	2009		3,525	2.986	10,526	Ton	1,188.00	12,504,000
Zinfandel	2010		2,869	3.800	10,902	Ton	1,064.00	11,600,000
	2009		2,883	3.812	10,990	Ton	1,106.00	12,155,000
Red Wine (Other)	2010		3,735	5.252	19,616	Ton	1,062.00	20,832,000
	2009		3,515	4.597	16,158	Ton	1,215.00	19,633,000
Lemons	2010	1,634	1,542	14.024	21,625	Ton	377.00	8,153,000
	2009	1,634	1,542	20.058	30,929	Ton	198.00	6,124,000
Strawberries (All)	2010		2,418		85,508	Ton		123,542,000
	2009		1,893		57,890	Ton		73,198,000
Fresh	2010			26.094	63,095	Ton	1,752.00	110,543,000
	2009			21.918	41,491	Ton	1,533.00	63,605,000
Processed	2010			9.269	22,412	Ton	580.00	12,999,000
	2009			8.663	16,399	Ton	585.00	9,593,000
Valencia Oranges	2010	295	295	25.860	7,629	Ton	177.00	1,350,000
	2009	304	304	6.015	1,829	Ton	261.00	477,000
English Walnuts	2010	2,371	2,330	0.488	1,137	Ton	2,259.00	2,569,000
	2009	2,371	2,330	0.330	769	Ton	1,796.00	1,381,000
Miscellaneous *	2010	2,912	2,290					20,716,000
	2009	2,788	1,946					14,698,000
TOTAL FRUIT & NUT CROPS	2010	48,265	47,021					\$365,750,000
	2009	48,173	46,034					\$271,474,000

*Almonds, Apples, Apricots, Asian Pears, Blueberries, Feijoas, Figs, Grapefruit, Kiwis, Limes, Mandarin Oranges, Navel Oranges, Nectarines, Olives, Passion Fruit, Peaches, Pears, Persimmons, Pistachios, Plum, Pluot, Pomegranates, Specialty Citrus, Table Grapes, Tangerines

VEGETABLE CROPS

The number of harvested acres of vegetable crops decreased overall by 3% compared to 2009 due to the conversion of some of the historic vegetable acreage to strawberry production. Other vegetable crops, such as bell peppers and squash, were negatively impacted by the cool weather in 2010, with reduced yields. Leaf lettuce growers planted half as many acres but realized almost twice the production due to converting from two row beds to four rows per bed. Fewer total acres were planted in vegetables in 2010 resulting in a 6% decrease in overall value.

Crop	Year	Harvested Acreage	Production Per Acre	Total	Unit	Per Unit	Total
Bell Peppers	2010	849	763.0	647,787	30#	\$7.17	\$4,645,000
	2009	822	1,153.0	947,766	30#	\$7.59	\$7,194,000
Bok Choy	2010	298	1,260.0	375,480	80#	9.64	3,620,000
	2009	427	814.0	347,578	80#	8.87	3,083,000
Broccoli (All)	2010	13,351	526.0	7,022,626	23#	7.95	55,830,000
	2009	12,909	547.0	7,061,223	23#	8.52	60,162,000
Cabbage	2010	559	921.0	514,839	45#	7.81	4,021,000
	2009	653	1,341.0	875,673	45#	7.67	6,716,000
Cauliflower	2010	1,705	768.0	1,309,440	25#	7.08	9,271,000
	2009	1,533	831.0	1,273,923	25#	10.69	13,618,000
Celery	2010	845	1,232.0	1,041,040	60#	8.19	8,526,000
	2009	787	1,160.0	912,920	60#	8.93	8,152,000
Lettuce, Head	2010	3,592	608.0	2,183,936	50#	8.45	18,454,000
	2009	5,312	591.0	3,139,392	50#	8.83	27,721,000
Lettuce, Leaf	2010	1,002	840.0	841,680	25#	6.61	5,564,000
	2009	2,163	482.0	1,042,566	25#	11.81	12,313,000
Napa Cabbage	2010	1,230	956.0	1,175,880	80#	11.96	14,064,000
	2009	1,294	877.0	1,134,838	80#	9.61	10,906,000
Peas Edible Pod	2010	422	652.0	275,144	10#	8.11	2,231,000
	2009	361	245.0	88,445	10#	8.26	731,000
Spinach	2010	353	961.0	339,233	20#	7.23	2,453,000
	2009	834	463.0	386,142	20#	12.54	4,842,000
Squash	2010	233	891.0	207,603	30#	5.73	1,190,000
	2009	242	758.0	183,436	30#	7.37	1,352,000
Miscellaneous *	2010	6,564					46,797,000
	2009	4,589					30,519,000
TOTAL VEGETABLE CROPS	2010	31,003					\$176,666,000
	2009	31,926					\$187,309,000

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



NURSERY PRODUCTS

The downturned economy and lack of new housing construction continued to hit the local bedding plant and outdoor ornamental nursery producers hard in 2010. However, the total value for the nursery industry, reported at \$94,708,000, rebounded by 1% overall compared to an 8% decrease in value in 2009. The demand for locally grown vegetable transplants held steady. The indoor decorative category increased in value by 26% compared to a 12% decrease in 2009 and as consumer demand improved, greenhouse growers found more efficient ways to produce high quality plants.

Crop	Year	Field Production (acres)	Greenhouse Production (sq ft)	Value
Bedding Plants, Sod, & Ground Cover	2010	63	109,000	\$3,827,000
	2009	74	96,806	\$5,269,000
Cut Flowers and Greens	2010 ^	131	3,103,804	23,313,000
	2009 ^	103	2,902,898	25,026,000
Indoor Decoratives	2010	1	2,364,295	23,289,000
	2009	0	2,805,784	18,430,000
Outdoor Ornamentals	2010	84	98,108	8,152,000
	2009	88	187,058	9,035,000
Vegetable and Ornamental Transplants	2010	23	1,749,828	33,460,000
	2009	33	2,073,948	33,207,000
Miscellaneous *	2010	129	136,506	2,667,000
	2009	186	141,042	2,792,000
TOTAL NURSERY STOCK	2010	431	7,561,541	\$94,708,000
	2009	484	8,207,536	\$93,759,000

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

^ Includes cut flowers grown in greenhouse and field

SUSTAINABLE AGRICULTURE REPORT

BIOLOGICAL CONTROL PROGRAM

In 2010, the Department's Biological Control Program continued to work with the California Department of Food & Agriculture (CDFA) to monitor for the presence of beneficial biological insects parasitizing Giant Whitefly.

Giant Whitefly has become established in the coastal region of the county and infests numerous ornamental and landscape plants, and can also become a citrus pest. Giant Whitefly was collected at seven different locations for four consecutive months. At least one beneficial wasp species, *Encarsiella noyesii* or *Idioporus affinis*, was detected at each site. CDFA is studying these collections for changes in the population of the beneficial wasps throughout the season, which will help determine if additional releases are needed.

In late 2010, the Department also released several different wasp parasitoids to assist in the control of a glassy-winged sharpshooter infestation that was detected within the city of San Luis Obispo. Three tiny, stingerless species of *Gonatocerus* wasps were released, all of which parasitize the egg masses of glassy-winged sharpshooter.

INTEGRATED PEST MANAGEMENT PROGRAM FOR COUNTY FACILITIES

The Department's County Facility Integrated Pest Management Program, established in 1997, continued through June 2010 to educate and train county employees to solve common workplace insect and rodent pest problems using least toxic means, resulting in a safer environment for county workers and the public that use county facilities. From January through June 2010, staff responded to 52 requests for assistance at 19 county facilities for pest problems, including ants, spiders, flies, rodents, wasps, cockroaches, hornets, and scorpions.

PEST DETECTION PROGRAM

During 2010, county staff placed over 4400 insect traps throughout the county and conducted more than 41,000 service visits to these traps to determine if specific detrimental insects were present. 2010 trapping activities revealed a small population of Glassy-winged sharpshooter (*Homalodisca vitripennis*) in San Luis Obispo in September 2010 prompting a joint eradication program with CDFA and County staff. Interceptions of Light Brown Apple Moths (*Epiphyas postvittana*) in Los Osos, Morro Bay, San Luis Obispo, and Nipomo initiated increased trapping densities to monitor for any additional presence of this pest. Mating disruption treatments utilizing pheromone twist-ties placed in landscape plantings were used in eradication measures in Los Osos and Arroyo Grande.

Discoveries of two new serious exotic pests in other parts of California, Asian Citrus Psyllid (*Diaphorina citri* Kuwayama) and European Grapevine Moth (*Lobesia botrana*), prompted new trapping programs and expanded the number of countywide trapping routes from 27 to 83. Other pests sought through trap monitoring include a variety of exotic fruit flies, the Red Imported Fire Ant, Gypsy Moth, and Japanese Beetle. None of these pests were captured in traps in 2010. Targeted trapping efforts aimed at detrimental pests help protect agricultural production and maintain the high quality of agricultural products grown in San Luis Obispo County by intercepting pests at low population levels.

PEST EXCLUSION PROGRAM

Throughout 2010, staff intercepted, inspected, quarantined, excluded and destroyed plant shipments infested with various types of pests arriving into San Luis Obispo County from across the United States and around the world. Of the total of 14,365 shipments arriving into the county in 2010, 6,024 were visually inspected. Seventy one shipments were rejected for significant pest finds or otherwise not meeting California's high quarantine standards, thus protecting local agriculture and the environment from the introduction of pests that do not currently exist in San Luis Obispo County.

In addition to the inspection of incoming plant material, staff certified 2,499 outgoing shipments of fresh produce and plants leaving local farms and nurseries for destinations throughout the United States and around the world.



Staff also searched for the Glassy-winged Sharpshooter through inspection of 4,248 nursery plant shipments originating from outside the county. Three shipments were rejected due to the presence of live Sharpshooters or excessive Sharpshooter egg masses and were either sent back to origin, reconditioned, or destroyed. This strict and thorough inspection program has been successful in preventing the Glassy-winged Sharpshooter from becoming widely established in our county. One small infestation of Glassy-winged Sharpshooter was detected in the city of San Luis Obispo in 2010, and is currently under eradication in order to protect the grape, citrus, and plant nursery industries from the devastating effects of this insect and the plant diseases it can spread.

TOP 10 REGISTERED ORGANIC CROPS IN SAN LUIS OBISPO COUNTY	
Crop	Acres
Carrots	1,238
Grapes	880
Walnuts	862
Barley	403
Almonds	318
Baby Greens	250
Spinach	243
Salad Mix	228
Strawberries	224
Onions	217

ORGANIC CROP STATISTICS

Organic farming increased in 2010 compared to 2009 both in the total number of producers registered (2.4%) and the number of harvested acres (16.4%). While new organic registrations increased 71% compared to 2009, several former registrants chose to de-register because sales revenues did not compensate for the extra costs required to produce organic crops. The total acres registered as organic in 2010 was 11,784 (including rangeland & wild mushroom land), a 16.4% increase from 2009.

San Luis Obispo County Department of Agriculture/Weights and Measures FINANCIAL REPORT - FISCAL YEAR 2009-10

Revenue	\$5,401,176
County Funds	2,168,509 40%
State Funds	2,693,293 50%
Collected Fees	539,374 10%

Expenditures	\$5,401,176
Salaries And Benefits	4,582,813 85%
Services & Supplies	458,188 8%
Overhead	360,175 7%
Equipment	0 0%

FUNDING SOURCES \$5,401,176

Agricultural Resources	\$505,694
State Funds	52,089 10%
County Funds	365,951 72%
Collected Fees	87,654 17%

Weights and Measures	\$583,631
State Funds	8,602 1%
County Funds	345,898 59%
Collected Fees	229,131 39%

Environmental Protection	\$1,528,564
State Funds	950,385 62%
County Funds	551,534 36%
Collected Fees	26,645 2%

Pest Management	\$1,150,317
State Funds	530,668 46%
County Funds	619,649 54%
Collected Fees	0 0%

Product Quality	\$162,272
State Funds	78,822 49%
County Funds	76,414 47%
Collected Fees	7,036 4%

Pest Prevention	\$1,470,698
State Funds	1,072,727 73%
County Funds	209,062 14%
Collected Fees	188,909 13%

