



COMMUNITY TREASURES OUR FARMERS' MARKETS

2017 Annual Report

County of San Luis Obispo Department of Agriculture/Weights & Measures

County of San Luis Obispo Department of Agriculture/Weights & Measures

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The Department thanks MaryBeth Ahern, Robert Lopez and Robert Stockel for the lasting contributions made during their professional service with the County. We wish them well in their retirement.

Janice Campbell, Deputy Agricultural Commissioner, Retires After a Long and Successful Career

Janice joined the Department in 1980 as a contract employee to implement the new and highly controversial state-wide requirements for the issuance of pesticide permits to agriculturalists and the reporting of pesticide applications to the California Department of Food and Agriculture. At that time, Janice was one of only three women Agricultural Inspectors working within the Department.

During the next 37 years, Janice's degree in Biology from Cal Poly San Luis Obispo and her passion for hard work served the Department well. As a manager, she mastered most of the Department's programs. This included supervising the Pest Detection and Exclusion Programs; the Pest Management, Nursery and Seed Programs;

and the Farmers' Market and Organics Programs. In the 1990s Janice built the Department's program from the ground up to respond to the Glassy-winged Sharpshooter, an exotic insect that can carry a plant disease fatal to grapevines.

Most recently, she came full circle to supervise the Pesticide Use Enforcement Program, overseeing many changes to regulations, agricultural crops grown and the public's perception about pesticide use. She worked with thousands of growers and led collaborative efforts with six other coastal counties to address soil fumigation safety and the implementation of changing requirements.

Janice willingly shared her vast wealth of knowledge as a leader, trainer and mentor, blazing the trail for many



staff and setting a high standard for excellence in customer service.

We wish Janice and her family well as she enjoys her well-deserved retirement!



County of San Luis Obispo
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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 Sections 2272 and 2279 of the California Food and Agricultural Code, I am pleased to release the 2017 Annual Crop Report for San Luis Obispo County. It is important to note that the values represented in this report do not reflect net profits for producers, but rather, the gross value of agricultural commodities produced within the county.

The overall 2017 value of agricultural production in San Luis Obispo County is \$924,698,000. This represents a less than 1% decline in value compared to 2016. Many factors influence the value of agricultural production from year to year. These factors include market fluctuations, labor availability, climatic conditions and water availability, to mention a few. The diversity of crops produced in San Luis Obispo County helps to even out these factors over time, leaving the County's agricultural industry relatively stable from year to year.

Wine grapes remain the top agricultural crop in 2017 with a record-breaking value of \$267,662,000. This 10% increase in value was fueled by increased production and higher prices for most varieties. Although the harvest season was framed by significant fluctuations in temperature, the overall quality of wine grapes remained high.

Strawberries hold the second position with an overall value of \$228,169,000. Strawberry acreage increased by 3% in 2017 to 3,881 acres, bolstering fresh market berry production. However, per-ton prices were down due to an oversupply in the market.

The animal industry ended the year at \$47,909,000 in total value. Cattle and calves remain in the number three position with an overall value of \$43,241,000 with more cattle sold at an average lighter weight but higher CWT value.

Field crops remained relatively flat with a slight 1% drop in value. The wet weather experienced in 2017 hindered some growers from planting fields. Barley crops, which tend to be planted in late fall, were in the ground prior to the winter rains and fared well in both production and value. Alfalfa crops also showed significant increases in production and value.

Despite increased crop prices, vegetable crops were down slightly in value ending the year at \$210,716,000. Unusually wet weather and labor shortages hindered the ability of growers to conduct normal production practices including precisely timed planting, harvesting and routine cultural practices resulting in an 18% reduction in harvested acres compared to 2016.

The compilation of this report is a significant effort with contributions from the agricultural industry and departmental staff. I would like to express my sincere appreciation to all who provided their knowledge, expertise and efforts in making this report possible.

Martin Settevendemie
Agricultural Commissioner/Sealer

Mission Statement

Through the effective and efficient use of resources, the department 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.

COMMUNITY TREASURES

CERTIFIED FARMERS' MARKETS ARE FOR EVERYONE

San Luis Obispo County's microclimates and soil variations provide pristine growing conditions to produce some of the most diverse and bountiful agricultural products in the state. Farmers' markets provide year-round opportunities for shoppers to find fresh, seasonal produce and to connect with the growers showcasing the fruits of their labor.

IT ALL BEGAN WITH PEACHES, PLUMS AND NECTARINES

Much of today's market structure is the product of combined efforts in the 1970s from California's Central Valley stone fruit farmers and the public's desire for access to fresh, high-quality products directly from the producers, without the requirements of retail packing standards and container labeling laws. This led to the Direct Marketing Act of 1976 and the California Department of Food and Agriculture's Direct Marketing Program. The Act enabled markets to receive certification that traces products sold at certified markets to the very farmers making the sales.

San Luis Obispo County's certified farmers' markets can be traced back to 1978, when the first market opened in San Luis Obispo on Broad Street. Today, there are 15 established certified farmers' markets operating throughout the County, each with its own unique personality and rich opportunities to interact with farmers.

Many customers seek out their favorite sellers weekly, sharing family recipes that cultivate long-lasting relationships. Chefs routinely procure fresh produce for restaurants, establishing strong community ties with farmers and other local businesses that rely on the additional foot traffic brought on by the markets. San Luis Obispo County certified markets provide destination events and well-known success stories with national recognition.

Not all products sold at farmers' markets are organically grown. Producers selling organic products

work diligently to meet strict requirements that allow them to use the term "organic." The Organic Foods Production Act of 1990 established the National Organic Program in 2000, ultimately guaranteeing consumers that products labeled organic are truly organically farmed. (For additional information about organic standards, see https://www.cdffa.ca.gov/is/i_&_c/organic.html.)

CERTIFIED MARKETS AND CERTIFIED PRODUCERS ARE THE "REAL DEAL"

Staff from the County Department of Agriculture/Weights and Measures certify the markets and producers selling at those markets by performing inspections aimed at protecting the public from fraudulent business practices, ensuring producers compete equally by selling what they grow. In 2017, 121 local growers were certified, permitting them to sell at any certified market throughout the state. Department staff also completed 41 market inspections where they checked 555 producers for compliance with direct marketing requirements. In addition, inspectors confirmed producers were properly registered and possessed correct certification for any product sold as organic.



For producers selling items by weight, Weights and Measures inspectors ensure customers get what they pay for by checking scales used for transactions. In 2017, 94 farmers' market scales were checked for accuracy. An identifiable paper seal sticker applied to scales tells customers the scales have passed inspection. Weights and Measures officials also verified pre-packaged goods at certified markets were packed to the stated net weight and met labeling requirements.

Since the 1970s, local certified farmers' markets have provided a venue to showcase fresh agricultural products straight from the hearts and hands of producers. Dedicated customers, who support hard-working farmers and market managers, form long-term partnerships that help assure certified farmers' markets continue to enjoy a prosperous future. The Department of Agriculture/Weights and Measures plays a role that benefits all partners by protecting agriculture, the environment, and the health and safety of its citizens, while ensuring equity in the marketplace.



OUR FARMERS' MARKETS



Juan Chavarria, Farmer's Market Customer

Starting at the coffee booth, Chavarria shops at the Templeton Farmers' Market, gathering up his week's worth

of fruits, vegetables and proteins. He enjoys interacting with the growers who offer preparation tips and recipes and introduce him to unusual vegetables, like Romanesco cauliflower.

His favorite items—oranges—are grown locally. He also has found novelty items like Shishito pepper seeds, not available at local nurseries.



Noah Nute, Produce Buyer for Novo, Luna Red, Robin's and Mint&Craft

As a produce buyer and former chef, Nute chats with vendors as he buys between 70 and 80 percent of the produce used in several local restaurants.

Depending on what the chef is looking for, he may

buy three types of carrots—baby for garnish, colored for a certain flavor in a saute, and large for texture in a soup. He always looks for quality first, followed by price.

"Farmers' market vegetables stand out on their own as premium produce. They're grown for quality over quantity. Colors are more vibrant, flavors are sweeter or more robust. In the hands of a good chef, they can evoke a pleasant memory in your past or imprint a new one through sight and taste. Produce from farmers' markets enriches the business by allowing us to pass on a lasting impression and healthy experience."

Read more of these market stories at www.slocounty.ca.gov/agcomm



Alan Hayashi, Certified Producer Y. Hayashi & Sons

Three generations of the Hayashi family have farmed in San Luis Obispo County for 75 years and been involved with the markets since their inception. They first brought in small truckloads of vegetables, with strawberries quick to follow. Today, their products are sold in six county markets.

Alan Hayashi enjoys discussing how items are produced with people from out of the area. He emphasizes the importance of community and keeping the direct marketing tradition going. "It is good for us. It is good for everyone."

Roberto Le Fort, Certified Producer, Owner, Le Fort's Organic Crops

Farming has been an integral part of Le Fort's life since growing up on his grandmother's farm in Chile. In 1996 he purchased



10 acres in Creston and in 2000 began selling at North County markets. Today, he goes to Morro Bay and San Luis Obispo markets, selling 65 to 70 percent of his produce and eggs; the rest goes to local retail stores.

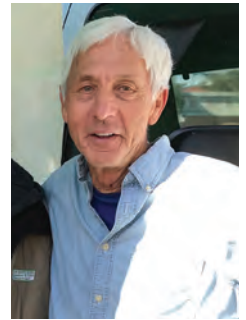
At the markets, he establishes personal relationships with customers (50 to 60 percent are repeat). Buyers, he says, are more conscious than ever about fresh, healthy food. Le Fort is pleased with his success in being able to make a living doing what he believes in—making his values align with his professional passion.

Peter Jankay, Manager SLO County Farmers' Market Assn.

When his daughter wanted to sell her home-grown radishes, Jankay became a farmers' market vendor. Her produce did well enough to buy a boom box, and dad has been working with San Luis Obispo Thursday and Saturday markets ever since.

Customers, he says, understand the difference in quality between certified farmers' market areas and noncertified areas (where crafts and other noncertifiable goods are sold). The certified producer's certificate means items are inspected to be sure they are actually what the producer worked hard to grow.

"It means a lot to know there are regular inspections by the Department of Agriculture/Weights and Measures. Customers understand they are buying from real farmers."



Robyn Gable, Manager North County Farmers' Market Assn.

As manager of markets in Atascadero, Baywood, Templeton and Paso Robles, Gable describes her job as a balancing act to help each farmer promote his or her flagship crop while maintaining a dynamic certified market. She works to meet customer needs—ranging from organic to conventional, stone fruit to row crops—while not hindering aspiring producers or harming existing ones.

Gable is pleased about the happy place the markets have become, with farmers working together to be successful and customers being loyal to vendors. "Amazing people come out and chat with the vendors and just build a stronger community."



COMMUNITY TREASURES

SAN LUIS OBISPO COUNTY CERTIFIED FARMERS' MARKETS

MONDAY

Baywood/Los Osos
Santa Maria Street
between 2nd Street & 3rd Street
2 to 4:30 p.m.

TUESDAY

Paso Robles
11th Street & Spring Street
3 to 6 p.m.

San Luis Obispo
2880 Broad Street
3 to 6 p.m.

WEDNESDAY

Arroyo Grande
1464 East Grand Avenue
(Smart & Final parking lot)
8:30 to 11 a.m.

Atascadero
Atascadero Sunken Gardens—
East Mall Avenue
3 to 6 p.m.

THURSDAY

Morro Bay
2650 Main Street
(Spencer's parking lot)
2:30 to 5 p.m.

San Luis Obispo
Higuera Street
between Chorro Street & Osos Street
6 to 9 p.m.

FRIDAY

Avila Beach
Avila Promenade—Front Street
4 to 8 p.m. (March to September)

Cambria
1000 Main Street
2:30 to 5:30 p.m. (summer)
2:30 to 5 p.m. (winter)

SATURDAY

Arroyo Grande
214 East Branch Street
between Short Street & Mason Street
Noon to 2:30 p.m.

Nipomo
Tefft Street & Carillo Street
10 a.m. to 2 p.m. (first Saturday of month)

Paso Robles
11th Street & Spring Street
9 a.m. to 1 p.m.

San Luis Obispo
325 Madonna Road
(World Market parking lot)
8 to 10:45 a.m.

Templeton
City Park—6th Street
9 a.m. to 12:30 p.m.

SUNDAY

Nipomo
1645 Trilogy Parkway (Monarch Dunes)
11:30 a.m. to 2:30 p.m.

What Does Certified Mean?

Certified Farmers' Market

A point-of-sale location where agricultural products are sold by certified producers directly to consumers.

Certified Producer

A grower whose production fields have been inspected and who has been issued a producer's certificate through a county agricultural commissioner.

Certified Producers' Certificate

A certificate issued by the county agricultural commissioner verifying that produce sold by the grower was produced by the grower.



Certified Organic

Agricultural products that meet National Organic Program standards and are certified through a third party for verification.

Non-certified Farmer's Market

A point-of-sale location where products sold are not verified by the local Department of Agriculture or a section of the certified farmers' market selling products that are processed in some way—coffee, meats, bread, jams, etc.

Other Related Terms

Agricultural Product

These fresh or processed products include fruits, nuts, vegetables, herbs, mushrooms, dairy, shell eggs, honey, pollen, unprocessed bees wax, propolis, royal jelly, flowers, grains, nursery stock, raw sheared wool, livestock meats, poultry meats, rabbit meats and fish, including shellfish that is produced under controlled conditions.





WEIGHTS & MEASURES



Weights and Measures officials work to provide inspection services that support consumer protection activities and ensure an equitable marketplace for consumers and businesses alike. Many, if not all, daily transactions throughout the county can be traced to a method of sale involving weight, measure, count or time. Much of what inspectors accomplish is behind the scenes, working to guarantee customers get what they are paying for.

In 2017, Weights and Measures officials completed 4,894 inspections on weighing and measuring devices with a 90.4% passing rate. From compressed natural gas dispensers used as motor fuel to scales used in the weighing of livestock, officials guarantee accuracy of these devices by enforcing state weights and measures laws and regulations uniformly.

Inspectors completed price accuracy inspections at retail establishments, inspected businesses for transactional accuracy through undisclosed test sales and purchases, and audited and inspected pre-packaged commodities for net contents. Inspectors investigated 61 consumer complaints and completed credit card skimmer inspections at 112 fuel stations. In 2017, inspectors discovered and confiscated two skimming devices.

Inspectors enforced state laws in the sale, quality and advertising of petroleum products, which included 10 fuel samples for quality analysis. Officials inspected for compliance with weighmaster, junk dealer and recycler laws, protecting sellers and buyers in transactions involving weight, measure or count.

Inspectors will continue to inspect weighing and measuring devices annually, provide consumer protection activities and meet the demands of new business technologies, methods of sale and commodity types. From complex transportation networks to online grocery sales and delivery, you can be assured a Weights and Measures official will help ensure you get what you pay for.

2017 Petroleum Signs & Labeling Inspections

Number of Inspections Completed	121
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2017 Weights & Measures Inspections Performed

Measuring Device Inspections		Weighing Device Inspections	
Device Type	Number of Inspections Completed	Device Type	Number of Inspections Completed
Retail Motor Fuel Dispensers	2,808	Retail Computing Scales	399
Propane Meters	53	Counter Scales	401
Taximeters	15	Hanging Scales	74
Vehicle Tank/ Wholesale Meters	26	Crane Scales	6
Water Vending Machines	128	Hopper Scales	18
Electric Submeters	154	Livestock Scales	79
Gas Vapor Submeters	161	Animal Scale (Single Head)	1
Water Submeters	146	Platform Scales	303
Wire/Rope/ Cordage Meters	41	Vehicle Scales	67
Misellaneous Measuring Devices	7	Monorail/ Meatbeam Scales	3
Compressed Natural Gas (Motor Fuel)	2		
TOTAL	3,541		1,351

Overall Commercial Device Compliance Rate 90.4%

2017 Quality Control Inspections

Price Verification Inspections			Package Audits		
Number of Retail Locations Inspected	Number of Packages Inspected for Price Accuracy	Overall Compliance for All Locations*	Number of Lots Inspected	Number of Packages Inspected	Lots Leading to Package Inspections
189	4,755	57.10%	1,204	22,568	60
Test Purchases and Test Sale Inspections			Package Inspections		
Number of Retail Locations Inspected	Number of Packages Inspected for Price Accuracy	Overall Compliance for All Locations*	Number of Lots Inspected	Number of Packages Inspected	Overall Compliance for All Packages
39	59	66.10%	60	544	51.40%

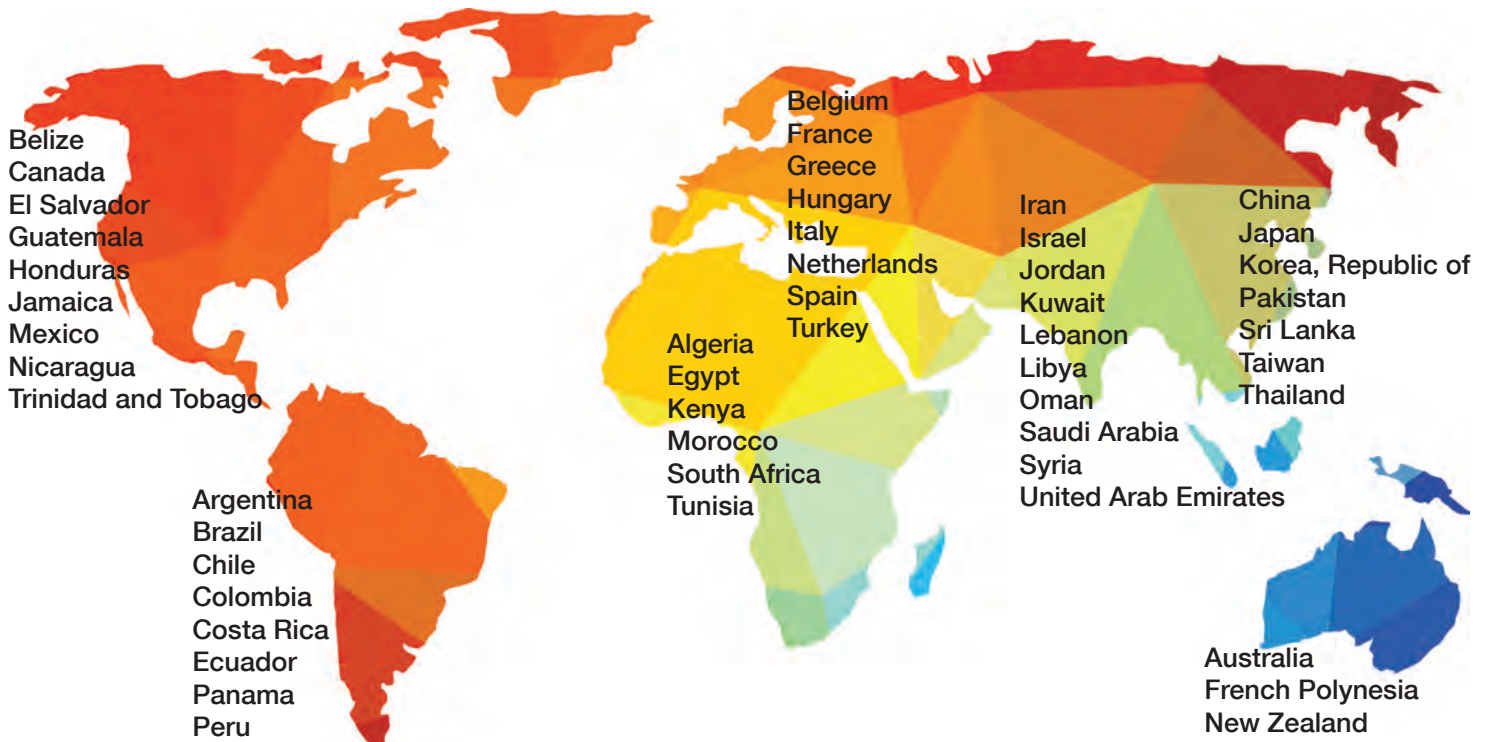
* New performance metric for 2017

TOP 10 VALUE CROPS



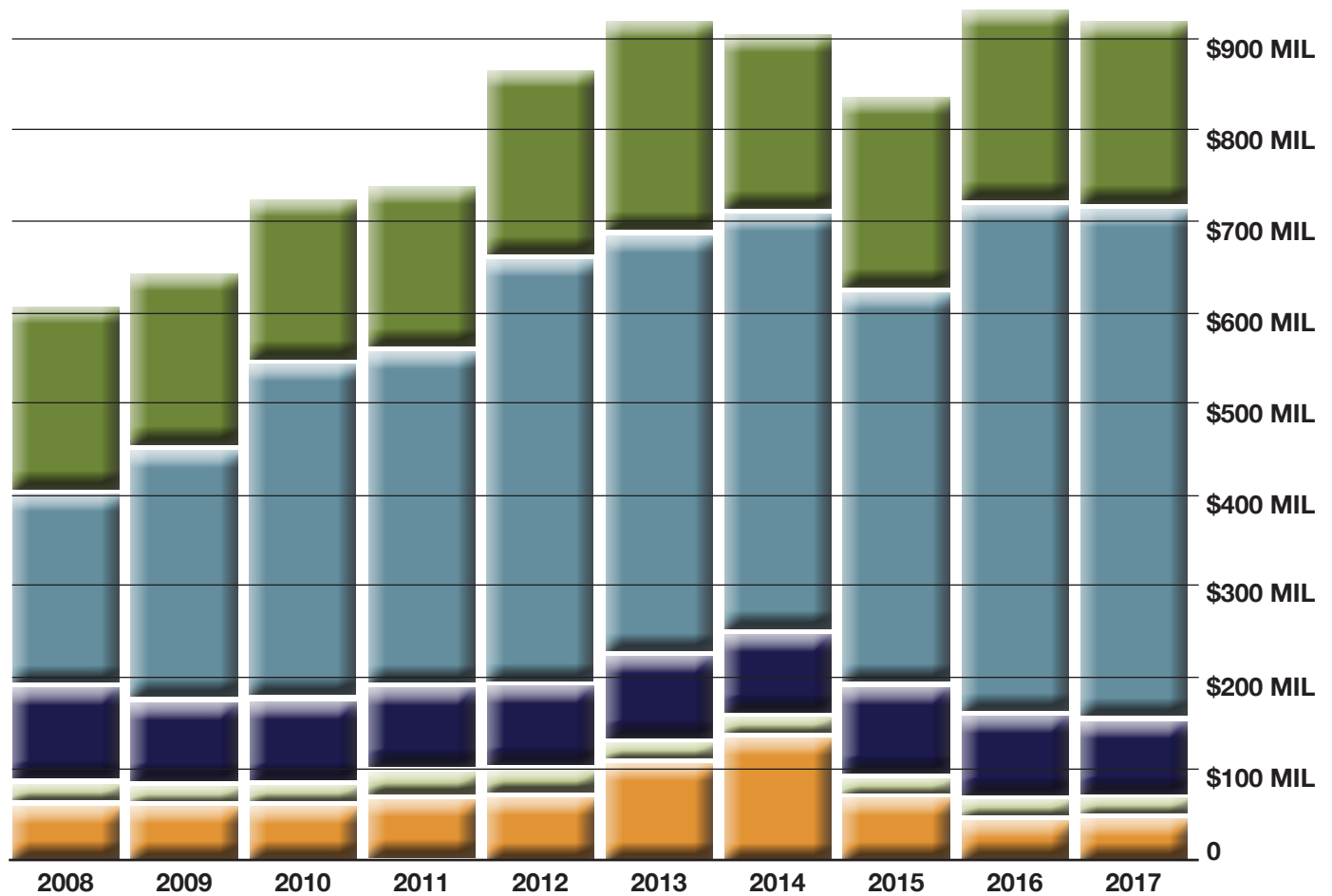
CROP	VALUE	%
#1 Wine Grapes all	\$267,662,000	28.95
#2 Strawberries	\$228,169,000	24.67
#3 Cattle & Calves	\$43,241,000	4.68
#4 Broccoli	\$42,996,000	4.65
#5 Vegetable Transplants	\$33,119,000	3.58
#6 Avocados	\$27,295,000	2.95
#7 Cut Flowers	\$27,165,000	2.94
#8 Cauliflower	\$23,253,000	2.51
#9 Head Lettuce	\$17,477,000	1.89
#10 Lemons	\$16,016,000	1.73
All Other Crops	\$198,305,000	21.45
TOTAL	\$924,698,000	

2017 TRADING PARTNERS



In 2017, staff inspected and certified 3,073 shipments of agricultural products shipped to 51 different countries. In addition, 78 shipments were inspected and certified for destination to other states in the USA.

COMPARISON OF VALUATION OF MAJOR GROUPS DURING THE PAST 10 YEARS

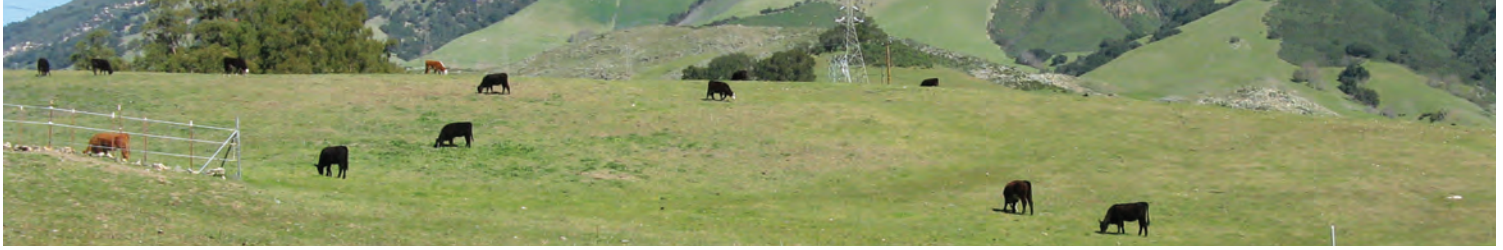


YEAR	ANIMAL	FIELD	NURSERY	FRUIT & NUT	VEGETABLE	TOTAL
2017	47,909,000	16,679,000	82,802,000	566,592,000	210,716,000	924,698,000
2016	45,350,000	16,784,000	86,933,000	568,129,000	212,734,000*	929,930,000*
2015	70,659,000	15,600,000	99,511,000	428,344,000	214,059,000	828,173,000
2014	135,017,000	16,812,000	84,394,000	468,518,000	195,329,000	900,070,000
2013	100,865,000	16,365,000	97,651,000	468,355,000	237,896,000	921,132,000
2012	73,857,000	24,612,000	95,155,000	463,296,000	204,900,000	861,820,000
2011	71,479,000	22,929,000	96,454,000	366,570,000	174,981,000	732,413,000
2010	57,139,000	18,545,000	94,708,000	365,750,000	176,666,000	712,808,000
2009	55,375,000	15,178,000	93,759,000	271,474,000	187,309,000	623,095,000
2008	53,848,000	17,790,000	101,845,000	229,661,000	199,778,000	602,922,000

* Revised



ANIMAL INDUSTRY



The animal category increased by 6% compared to 2016, valued at just under \$48 million. The number of cattle and calves sold during 2017 increased by 3% to 43,100 with prices up 23% averaging \$138 per CWT. The cattle industry appears to be stabilizing relative to the prolonged drought experienced in recent years.

COMMODITY	YEAR	NUMBER OF HEAD	PRODUCTION	UNIT	PER UNIT	TOTAL GROSS VALUE
Cattle & Calves	2017	43,100	313,337	Cwt	\$138.00	\$43,241,000
	2016	42,000	357,000	Cwt	\$112.00	\$39,984,000
*Miscellaneous	2017					4,668,000
	2016					5,366,000
TOTAL ANIMAL INDUSTRY	2017					\$47,909,000
	2016					\$45,350,000

* Aquaculture, Eggs, Goats, Lambs, Sheep, Pigs, Bees, Honey, Milk, Pollen



FIELD CROPS



CROP	YEAR	ACREAGE		PRODUCTION			GROSS VALUE	
		PLANTED	HARVESTED	PER ACRE	TOTAL	UNIT	PER UNIT	TOTAL
Alfalfa Hay	2017	1,548	1,548	6.95	10,759	Ton	\$225.00	\$2,421,000
	2016	1,802	1,802	5.09	9,172	Ton	\$181.00	\$1,660,000
Barley	2017	9,482	9,482	1.08	10,241	Ton	172.00	1,761,000
	2016	11,142	10,466	0.52	5,390	Ton	169.00	911,000
++Grain Hay	2017	7,493	7,333	2.01	14,739	Ton	166.00	2,447,000
	2016	11,300	11,011	2.15	23,674	Ton	133.00	3,149,000
Grain Stubble (Grazed)	2017		6,253			Acre	10.00	63,000
	2016		6,083			Acre	10.00	61,000
Rangeland, Grazed	2017		1,012,000			Acre	8.00	8,096,000
	2016		1,015,000			Acre	8.00	8,120,000
*Miscellaneous	2017	3,767	3,677**					1,891,000
	2016	4,738	4,590**					2,883,000
TOTAL FIELD CROPS	2017	22,290	1,040,293					\$16,679,000
	2016	28,982	1,048,952					\$16,784,000

An above-average rain season made planting time critical to successful field crops. Fields sown before the rains resulted in increased production, but continual showers prevented some growers from planting at all due to wet conditions. Barley yields were more than double the previous five-year average. Alfalfa acreage continued a downward trend as growers transitioned to other crops. Rangeland generally improved, depending on the location and rainfall in that area. Overall, field crops remained steady, totaling just over \$16.5 million.

* Irrigated Pasture, Oats, Safflower, Sudan Grass, Wheat, Seed, Dried Beans, Teff, Vetch

++ Includes winter forage

** Harvested acres include irrigated pastures



FRUIT & NUT CROPS



CROP	YEAR	ACREAGE		PRODUCTION			GROSS VALUE	
		PLANTED	BEARING/ HARVESTED	PER ACRE	TOTAL	UNIT	PER UNIT	TOTAL
Avocados	2017	4,197	4,076^	2.348	9,570	Ton	\$2,852.00	\$27,295,000
	2016	4,295	4,013^	4.947	19,852	Ton	\$2,248.00	\$44,628,000
Grapes, Wine (All)	2017	46,818	42,249		164,393	Ton		267,662,000
	2016	46,745	40,307		156,085	Ton		242,900,000
Chardonnay	2017		3,269	4.708	15,390	Ton	1,482.00	22,809,000
	2016		3,308	4.787	15,835	Ton	1,472.00	23,310,000
Sauvignon Blanc	2017		586	10.439	6,117	Ton	1,437.00	8,790,000
	2016		631	9.241	5,831	Ton	1,345.00	7,843,000
White Wine (Other)	2017		1,805	3.437	6,204	Ton	1,487.00	9,225,000
	2016		2,038	3.119	6,357	Ton	1,457.00	9,261,000
Cabernet Sauvignon	2017		17,784	4.209	74,853	Ton	1,666.00	124,705,000
	2016		16,102	4.011	64,585	Ton	1,586.00	102,432,000
Merlot	2017		4,597	3.734	17,165	Ton	1,156.00	19,843,000
	2016		4,435	4.570	20,268	Ton	1,103.00	22,356,000
Pinot Noir	2017		2,404	2.378	5,717	Ton	3,028.00	17,311,000
	2016		2,354	2.501	5,888	Ton	3,014.00	17,746,000
Syrah	2017		2,982	3.392	10,115	Ton	1,625.00	16,437,000
	2016		3,073	3.342	10,270	Ton	1,506.00	15,467,000
Zinfandel	2017		2,639	2.985	7,877	Ton	1,382.00	10,887,000
	2016		2,669	2.735	7,300	Ton	1,478.00	10,789,000
Red Wine (Other)	2017		6,183	3.389	20,954	Ton	1,797.00	37,655,000
	2016		5,697	3.467	19,751	Ton	1,706.00	33,696,000
Lemons	2017	1,786	1,596	10.015	15,984	Ton	1,002.00	16,016,000
	2016	1,728	1,405	12.759	17,926	Ton	893.00	16,008,000
Strawberries (All)	2017		3,881		166,045	Ton		228,169,000
	2016		3,765		162,520	Ton		241,282,000
Fresh	2017			32.820	127,374	Ton	1,570.00	199,978,000
	2016			30.894	116,316	Ton	1,697.00	197,388,000
Processed	2017			9.964	38,670	Ton	729.00	28,191,000
	2016			12.272	46,204	Ton	950.00	43,894,000
English Walnuts	2017	1,852	1,852	0.214	396	Ton	3,189.00	1,264,000
	2016	1,933	1,933	0.240	464	Ton	2,453.00	1,138,000
*Miscellaneous	2017	2,759	2,709					26,186,000
	2016	2,830	2,411					22,173,000
TOTAL FRUIT & NUT CROPS	2017	57,412	56,363					\$566,592,000
	2016	57,531	53,834					\$568,129,000

Winter rains along with a moderate growing season resulted in a 5% increase in grape production. The harvest season was challenging with significant temperature fluctuations that resulted in sporadic ripening patterns. Regardless, high quality and strong prices for most varieties increased wine grape values by 10% over 2016, breaking records for a second consecutive year with more than \$260 million in total value.

Despite significant strawberry acreage and yield increases, overall production value was down due to abundant supplies.

California's premium quality avocados continue to be in demand with a five-year record high price. Although, total production decreased because it was an alternate bearing year.

Lemons had a 14% bearing acreage increase along with a 12% rise in price per ton.

Overall, the Fruit and Nut category experienced a 1% decrease in overall value compared to 2016, despite a historic year for wine grapes.

* Apples, Apricots, Asian Pears, Blueberries, Blackberries, Feijoas, Gooseberries, Grapefruit, Kiwis, Mandarin Oranges, Navel Oranges, Olives, Passion Fruit, Peaches, Persimmons, Pistachios, Pomegranates, Raspberries, Specialty Citrus, Table Grapes, Tangerines, Valencia Oranges

^ Includes stumped acreage



NURSERY PRODUCTS



CROP	YEAR	FIELD PRODUCTION (acres)	GREENHOUSE PRODUCTION (sq. ft.)	TOTAL GROSS VALUE
Cut Flowers & Greens	^2017	64	6,319,284	\$27,165,000
	^2016	73	6,635,824	\$29,547,000
Outdoor Ornamentals	2017	70	55,580	9,320,000
	**2016	70	55,480	9,161,000
Vegetable & Ornamental Transplants	2017	33	1,766,260	33,119,000
	2016	31	1,764,860	34,195,000
*Miscellaneous	2017	51	1,148,445	13,198,000
	2016	110	1,147,167	14,030,000
TOTAL NURSERY STOCK	2017	218	9,289,569	\$82,802,000
	**2016	284	9,603,331	\$86,933,000

* Aquatic, Bedding plants, Bulbs, Cacti, Christmas Trees, Fruit-Nut trees, Ground Cover, Herbs, Indoor Decorative, Propagative plants, Scion wood, Flower seed, Sod, Specialty plants, Succulents
 ^ Includes cut flowers grown in greenhouse and field ** Revised

The nursery industry had a relatively stable year compared to 2016, given the wet spring and shifting demands in retail plant material. Overall, nursery commerce experienced a 5% decrease with approximately \$83 million in total value.

Extreme weather conditions affected many sectors of nursery production. Indoor decoratives benefited due to lower yields in storm-ridden states such as Florida. Outdoor ornamental production continued transitioning to drought tolerant plant material. Vegetable transplant sales were down due to wet conditions that delayed field plantings.

Industry-driven marketing of locally grown cut flowers enabled floral production to compete better with foreign markets. However, a decline in ornamental transplant and cut flower production occurred as some growers were transitioning a portion of their production area to cannabis.



ORGANIC CROPS

There were 120 certified organic producers registered in San Luis Obispo County for 2017. Despite a slight decrease in registered organic producers from 2016, the overall upward trend continued with an astonishing 56% increase of registered organic producers from 10 years ago. With a growing organic industry, it is important to understand what is meant by organic and what it means to be certified organic.

Organic farming is the production of agricultural commodities without the use of synthetic pesticides, genetically modified organisms, hormones, antibiotics, synthetic fertilizers or other chemical inputs. Additionally, organic farmers utilize farming practices that enhance the longevity of the land such as implementing crop rotations and properly reconciling issues such as soil nutrient deficiency or toxicity. Organic production may involve non-synthetic pesticides on crops for various pest issues. However, the only pesticides that can be used in organic agricultural production are products that have been approved by the Organic Materials Review Institute.

All organic farming operations in California must register with the California Department of Food and Agriculture (CDFA). Operations that sell over \$5,000 worth of organic products annually must receive certification from an independent agency accredited by the United States Department of Agriculture. Operations that do not reach this level are exempt from certification. Regardless of certification status, all organic operations in San Luis Obispo County are regulated by the Agricultural Commissioner. This local oversight assures that products advertised as organic follow all organic production requirements.

* San Luis Obispo County 2017 organic acreage and commodity data was not available at the time of this report. Complete county data is expected in 2018 when a new statewide database is fully operational.





VEGETABLE CROPS



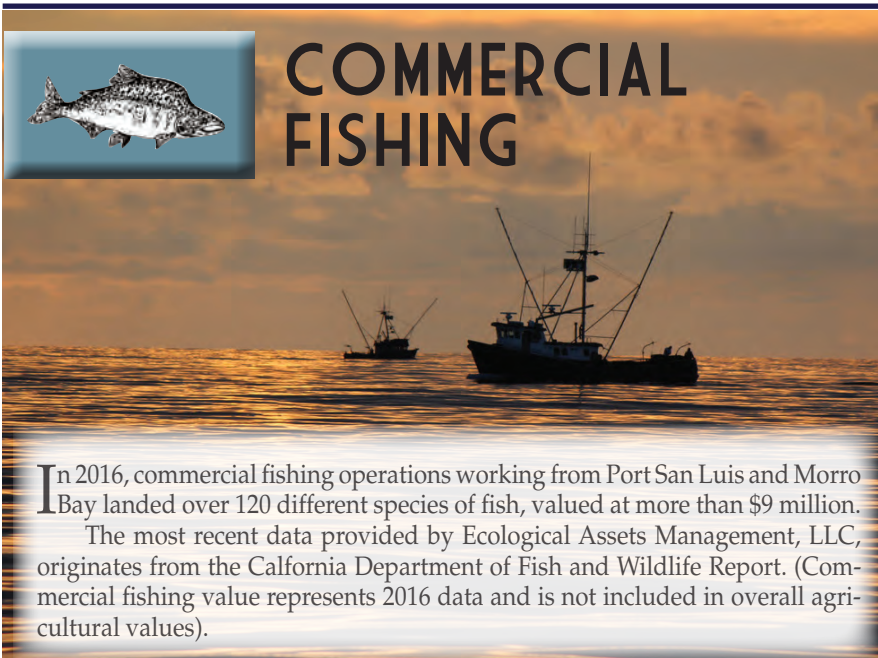
CROP	YEAR	HARVESTED ACREAGE	PRODUCTION		UNIT	GROSS VALUE	
			PER ACRE	TOTAL		PER UNIT	TOTAL
Broccoli	2017	5,855	5.856	34,287	Ton	\$1,254.02	\$42,996,000
	2016**	8,290	5.988	49,641	Ton	\$905.88	\$44,968,000
Cauliflower	2017	2,940	8.842	25,995	Ton	894.49	23,253,000
	2016**	2,765	11.176	30,902	Ton	620.60	19,178,000
Celery	2017	711	21.471	15,266	Ton	550.55	8,405,000
	2016**	525	35.918	18,857	Ton	326.16	6,150,000
Lettuce, Head	2017	2,420	15.380	37,220	Ton	469.57	17,477,000
	2016**	3,155	16.546	52,203	Ton	438.16	22,873,000
Lettuce, Leaf	2017	1,123	13.724	15,412	Ton	724.20	11,161,000
	2016	1,389	11.979	16,639	Ton	584.30	9,722,000
Peas Edible Pod	2017	141	1.760	248	Ton	2,142.86	532,000
	2016**	259	1.856	481	Ton	2,116.95	1,018,000
Squash	2017	143	10.099	1,444	Ton	711.17	1,027,000
	2016	102	15.085	1,539	Ton	639.71	984,000
*Miscellaneous	2017	11,416					105,865,000
	2016**	13,565					107,841,000
TOTAL VEGETABLE CROPS	2017	24,749					\$210,716,000
	2016**	30,050					\$212,734,000

The much-welcomed rains of 2017 complicated the timing for planting vegetable crops through the winter months, delaying or cancelling normal cultural practices for many vegetable growers. This created an overall 18% drop in harvested acreage compared to 2016. Labor shortages during harvest time also impacted total production, with higher value crops such as grapes and strawberries drawing from the labor pool. Prices were generally up for most vegetable types but yields were down, resulting in a 1% decline in overall value compared to 2016.



* Anise, Artichokes, Arugula, Basil, Beans, Beets, Bell Peppers, Bok Choy, Brussel Sprouts, Cabbage, Carrots, Chard, Chili Peppers, Cilantro, Collards, Cucumbers, Daikon, Dandelion, Dill, Endive, Escarole, Fennel, Garlic, Green Onions, Green Garbanzo Beans, Herbs, Kale, Leeks, Melons, Mushrooms, Mustard Greens, Napa Cabbage, Onions, Parsley, Potatoes, Pumpkins, Radishes, Spinach, Sweet Corn, Tomatos, Tomatillos

** Revised



COMMERCIAL FISHING

2016 Commercial Fishing Landings

SPECIES	POUNDS	VALUE
Crab, Dungeness	870,844	\$3,019,195
Sablefish	551,010	\$1,475,419
Squid, market	1,412,659	\$701,118
Shrimp, ocean (pink)	718,057	\$692,206
Hagfishes	635,070	\$666,482
Thornyhead, shortspine	90,502	\$391,205
Prawn, spot	21,249	\$320,954
Rockfish, gopher	39,471	\$312,399
Salmon, Chinook	28,997	\$275,973
Rockfish, brown	33,759	\$243,309
Other Species*	743,919	\$1,675,118
TOTALS	5,145,537	\$9,773,37

* Other species includes 110 species.

In 2016, commercial fishing operations working from Port San Luis and Morro Bay landed over 120 different species of fish, valued at more than \$9 million. The most recent data provided by Ecological Assets Management, LLC, originates from the California Department of Fish and Wildlife Report. (Commercial fishing value represents 2016 data and is not included in overall agricultural values).



SUSTAINABLE AG REPORT

Invasive Plant Impacts

Invasive plants impact California by crowding out native wildlife habitat, increasing fire fuel loads and blocking riparian areas, thus increasing flood risk. Some invasive species are also toxic and contribute to livestock losses.

The Weeds Control Program staff conduct visual surveys throughout the county, looking for invasive plants and noxious weed species. Management of these invaders includes physical removal, herbicide treatments and the use of biological control agents, attacking the problem plants when an infestation is small and manageable.

Residents and visitors can help protect San Luis Obispo County from these invaders by keeping their eyes open for unusual plants and informing the Agricultural Commissioner if they suspect an invasive plant.

Practicing good “biosecurity” entails cleaning boots or tires after hiking or biking to prevent the spread of invasive seeds.

More information can be found on the California Invasive Plant Council website: <http://cal-ipc.org/> and the California Department of Food and Agriculture’s Encyclopedea page.

San Luis Obispo Weed Watch List

Artichoke Thistle, *Cynara cardunculus*
 Barbed Goatgrass, *Aegilops triuncialis*
 Canada Thistle, *Cirsium arvense*
 Castor Bean, *Ricinus communis*
 Devil’s Thorn, *Emex spinosa*
 Foxtail Restharrow, *Ononis alopecuroides*
 French Broom, *Genista monspessulana*
 Giant Reed, *Arundo donax*
 Hairy Whitetop, *Cardaria pubescens*
 Hoary Cress, *Cardaria draba*
 Japanese Dodder, *Cuscuta japonica*
 Jubatagrass, *Cortaderia jubata*
 Lanceleaf Nightshade, *Solanum lanceolatum*
 Leafy Spurge, *Euphorbia esula*

Medusahead, *Elymus caput-medusae*
 Mexican Poke Weed, *Phytolacca heterotepala*
 Oblong Spurge, *Euphorbia oblongata*
 Perennial Pepperweed, *Lepidium latifolium*
 Purple Star Thistle, *Centaurea calcitrapa*
 Russian Knapweed, *Rhaphonticum repens*
 Sahara Mustard, *Brassica tournefortii*
 Saltcedar, *Tamarix ramosissima*
 Skeleton Weed, *Chondrilla juncea*
 Smooth Distaff Thistle, *Carthamus baeticus*
 Stinkwort, *Dittrichia graveolens*
 Woolly Distaff Thistle, *Carthamus lanatus*
 Yellowstar Thistle, *Centaurea solstitialis*

Weed Activities Summary

Gross Acres Surveyed	1343.8
Gross Acres Treated	998.54
Net Acres Treated	203.1
Properties Surveyed	82
Properties Treated	98

Pest Detection Program

Each year invasive insects and the plant diseases they spread cause \$40 billion in damage to crops, forests and ecosystems throughout the United States. San Luis Obispo County is not immune to this harm.

The ongoing local response, through the monitoring of thousands of specialized insect traps, is a partnership between residents and the Pest Detection Program. In 2017, with the participation of 7,250 county homeowners, Pest Detection Trappers placed 5,707 insect traps, while conducting 51,013 trap inspections in search of unwelcome exotic insects.

The Mediterranean, Oriental and Melon fruit flies, Asian Citrus Psyllid, Glassy-winged Sharpshooter and Light Brown Apple Moth were the traps’ target insects. Light Brown Apple Moth and Asian Citrus Psyllid were intercepted during the 2017 trapping season. A single Glassy-winged Sharpshooter was also trapped, most likely arriving on or in a vehicle traveling from Southern California, where this pest is prolific.

Also, 1,978 traps in plant nurseries and crop areas were inspected 10,808 times. The Light Brown Apple Moth was found twice.

Early detection protects local agriculture by intercepting pests at their lowest populations, increasing the likelihood of successful eradication. Community participation is key. By allowing traps to be placed on their property, residents supported local agriculture and helped protect the environment.

INSECT	HOSTS	# TRAPS	# SERVICINGS	RESULTS
Asian citrus psyllid <i>Diaphorina citri</i>	Citrus	2,265	31,612	33 adults trapped at multiple properties
Glassy-winged sharpshooter <i>Homalodisca vitripennis</i>	Ornamental & Commercial	468	4,433	one found
European grapevine moth <i>Lobesia botrana</i>	Grapes	1,686	7,625	none found
Mediterranean fruit fly <i>Ceratitis capitata</i>	Fruit Trees	184	3,099	1 sterile male, covered in dye
Mexican fruit fly <i>Anastrepha ludens</i>	Fruit Trees	163	5,333	none found
Oriental fruit fly <i>Bactrocera dorsalis</i>	Fruit Trees	184	3,107	none found
Melon fruit fly <i>Bactrocera cucurbitae</i>	Veg. Gardens & Fruit Trees	93	1,635	none found
Various exotic fruit flies	Fruits & Veg.	128	715	none found
Light brown apple moth <i>Epiphyas postvittana</i>	Ornamental & Commercial	201	2,535	20 adult male moths found
European corn borer <i>Ostrinia nubilalis</i>	Corn & Sorghum	19	163	none found
European pine shoot moth <i>Rhyacionia buoliana</i>	Pines	2	10	none found
Gypsy moth <i>Lymantria dispar</i>	Shade Trees	141	730	none found
Japanese beetle <i>Popillia japonica</i>	Turf & Flowers	126	700	none found
Khapra beetle <i>Trogoderma granarium</i>	Stored grains	39	39	none found
Shothole borer <i>Euwallacea spp.</i>	Tree species (e.g. avocados)	8	124	none found
TOTALS		5,707	61,860	

Pest Species Intercepted in San Luis Obispo County in 2017

Pest Exclusion Program Activities

Protecting local agriculture and the environment from the introduction of pests not established in San Luis Obispo County, the Agricultural Commissioner's staff inspected incoming plant shipments from all over the world. If quarantine restrictions applied, staff also inspected intrastate shipments.

During 2017, they inspected 7,343 shipments of incoming plant material and found 54 separate instances of live significant pests. These shipments were rejected and subsequently destroyed, returned or reconditioned.



PEST SPECIES COMMON NAME – SCIENTIFIC NAME	SHIPMENTS REJECTED/ DESTROYED	HOST PLANT/ IMPACTED CROPS	SHIPMENT ORIGIN
Red scale – <i>Aonidiella aurantii</i>	1	Citrus, nursery plants & ornamentals	Interstate
Boxwood scale – <i>Pinnaspis buxi</i>	8	Nursery plants & ornamentals	Interstate
Cockroach (Blattodea)	1	Unknown	Intrastate
Aphid – unidentifiable	1	Unknown	Interstate
<i>Delottococcus confusus</i>	3	Plants from the Proteaceae family	Interstate
Fig wax scale – <i>Ceroplastes rusci</i>	1	Landscape plants	Interstate
Glassy-winged sharpshooter – <i>Homalodisca vitripennis</i>	3	Winegrapes, ornamentals	Intrastate
Grey pineapple mealybug – <i>Dysmicoccus neobrevipes</i>	1	Landscape plants (long list)	Interstate
Insect – eggs not identifiable	1	Unknown	Interstate
Latania scale – <i>Hemiberlesia ithacae</i>	1	Citrus, feijoas, figs and many more	Interstate
Lesser snow scale – <i>Pinnaspis strachani</i>	2	Grapes, olives, citrus & ornamentals	Interstate
Light brown apple moth – <i>Epiphyas postvittana</i>	1	Berries & other fruit crops	Intrastate
Little fire ant – <i>Pheidole sp.</i>	4	Displaces native ants	Interstate
Mealybug – <i>Plannococcus sp.</i>	1	Unknown	Interstate
Mealybug – unidentifiable	10	Unknown	Interstate
Robust bamboo pit scale – <i>Bambusaspis milaris</i>	1	Bamboo	Interstate
Scale – unidentifiable	6	Unknown	Interstate
Spider mite – unidentified	1	Unknown	Interstate
Tetranychid mite – <i>Tetranychus sp.</i>	1	Nursery plants & ornamentals	Interstate
Thrips – unidentifiable	2	Unknown	Interstate
Whitefly – <i>Crenidorsum aroidephagus</i>	1	Range of landscape plants	Interstate
OTHER: FUNGI, MOLLUSCA & PATHOGENS			
Keelback slugs – unidentified	1	Landscape plants	Interstate
Ribbon worm – <i>Geonemertes plaensis</i>	1	Unknown	Interstate
Snail – <i>Gastropoda sp.</i>	1	Landscape plants	Interstate



FINANCIAL REPORT

County of San Luis Obispo
Department of Agriculture/
Weights & Measures
Fiscal Year 2016–2017

REVENUE	\$6,056,548	
State Funds	1,888,046	31%
Federal Funds	933,820	15%
County Funds	2,644,455	44%
Collected Fees	590,227	10%
EXPENDITURES	\$6,056,548	
Salaries & Benefits	4,894,204	81%
Services & Supplies	578,752	10%
Overhead	583,592	10%
Equipment	0	0.0%
FUNDING DISTRIBUTION BY PROGRAM AREAS:		
AGRICULTURAL RESOURCES	\$396,844	
State Funds	81,432	21%
County Funds	293,124	74%
Collected Fees	22,288	6%
WEIGHTS & MEASURES	\$766,597	
State Funds	7,836	1%
County Funds	527,375	69%
Collected Fees	231,386	30%
PESTICIDE USE ENFORCEMENT	\$1,661,886	
State Funds	965,429	58%
County Funds	679,274	41%
Collected Fees	17,183	1.0%
PEST MANAGEMENT	\$479,190	
State Funds	171,193	36%
County Funds	307,997	64%
Collected Fees	0	0%
PRODUCT QUALITY	\$177,476	
State Funds	70,512	40%
County Funds	82,024	46%
Collected Fees	24,940	14%
PEST PREVENTION	\$2,574,555	
State Funds	591,645	23%
Federal Funds	933,820	36%
County Funds	754,662	29%
Collected Fees	294,428	11%



County of San Luis Obispo
Department of Agriculture/
Weights & Measures
2156 Sierra Way, Suite A
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