



2020 ANNUAL CROP REPORT

HONORING ESSENTIAL AGRICULTURAL WORKERS

SAN LUIS OBISPO COUNTY
DEPARTMENT OF AGRICULTURE | WEIGHTS AND MEASURES

2020 Annual Crop Report

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FINANCIAL REPORT FOR FISCAL YEAR 2019-2020

REVENUE			\$6,891,678
State Funds	\$2,457,649	36%	
Federal Funds	\$967,100	14%	
County Funds	\$2,852,586	41%	
Collected Fees	\$614,343	9%	

EXPENDITURES			\$6,891,678
Salaries & Benefits	\$5,633,692	81.7%	
Services & Supplies	\$797,105	11.6%	
Overhead	\$454,415	6.6%	
Equipment	\$6,466	0.1%	

FUNDING DISTRIBUTION BY PROGRAM AREAS:

AGRICULTURAL RESOURCES			\$366,637
State Funds	\$85,523	23%	
County Funds	\$249,471	68%	
Collected Fees	\$31,643	9%	

PEST MANAGEMENT			\$648,981
State Funds	\$315,400	49%	
County Funds	\$332,130	51%	
Collected Fees	\$1,451	0.2%	

WEIGHTS AND MEASURES			\$870,943
State Funds	\$7,754	1%	
County Funds	\$581,969	67%	
Collected Fees	\$281,220	32%	

PRODUCT QUALITY			\$522,965
State Funds	\$277,809	53%	
County Funds	\$218,509	42%	
Collected Fees	\$26,647	5%	

PESTICIDE USE ENFORCEMENT			\$1,818,163
State Funds	\$904,084	50%	
County Funds	\$879,426	48%	
Collected Fees	\$34,653	2%	

PEST PREVENTION			\$2,663,989
State Funds	\$867,079	33%	
Federal Funds	\$967,100	36%	
County Funds	\$591,081	22%	
Collected Fees	\$238,729	9%	

County of San Luis Obispo

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The Department would like to thank Jennifer Welch for the lasting contributions made during her 31 years of professional service with the County. We wish her well in her 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 2020 Annual Crop Report for San Luis Obispo County. Values represented in this report reflect the gross farm gate value of agricultural commodities produced within the county.

Despite the COVID-19 pandemic, the overall crop value for San Luis Obispo County in 2020 fell only slightly to \$978,675,000. This represents a \$334,000 or a 0.03% drop in value from 2019. Although the overall value was relatively flat on the year, the COVID-19 pandemic created a variety of challenges for the agricultural industry.

The fruit and nut industry was led by strawberries taking the number one slot with a record-breaking value of over \$287.6 million. Remaining in the number two slot, wine grapes declined by 14% to \$218.2 million. Wine grape producers struggled due to reduced demand, oversupply in the market, and concerns about smoke taint from late season wildfires. Helped by increased values of avocados, lemons, strawberries and English walnuts, fruit and nut crops ended the year with only a 2% decline to just over \$603 million.

Due to a substantial 28% increase in the number of head sold, the cattle and calves sector experienced a 21% increase in value. This contributed to a 13% increase for the animal industry sector ending the year at \$46.5 million.

Field crops fell 16% in value due to a combination of regulatory, market, and cropping changes, as well as weather-related factors. Alfalfa acreage fell by 29% primarily due to growers shifting to other crop types, and overall, field crops ended the year at \$20.2 million.

The nursery sector was down 6% on the year with a value of \$75.9 million. COVID-19 impacted demand for some products such as commercial vegetable transplants and cut flowers. However, producers of bedding plants, indoor and outdoor ornamentals, and direct-to-consumer vegetable transplants enjoyed increased demand as interest in home gardening expanded.

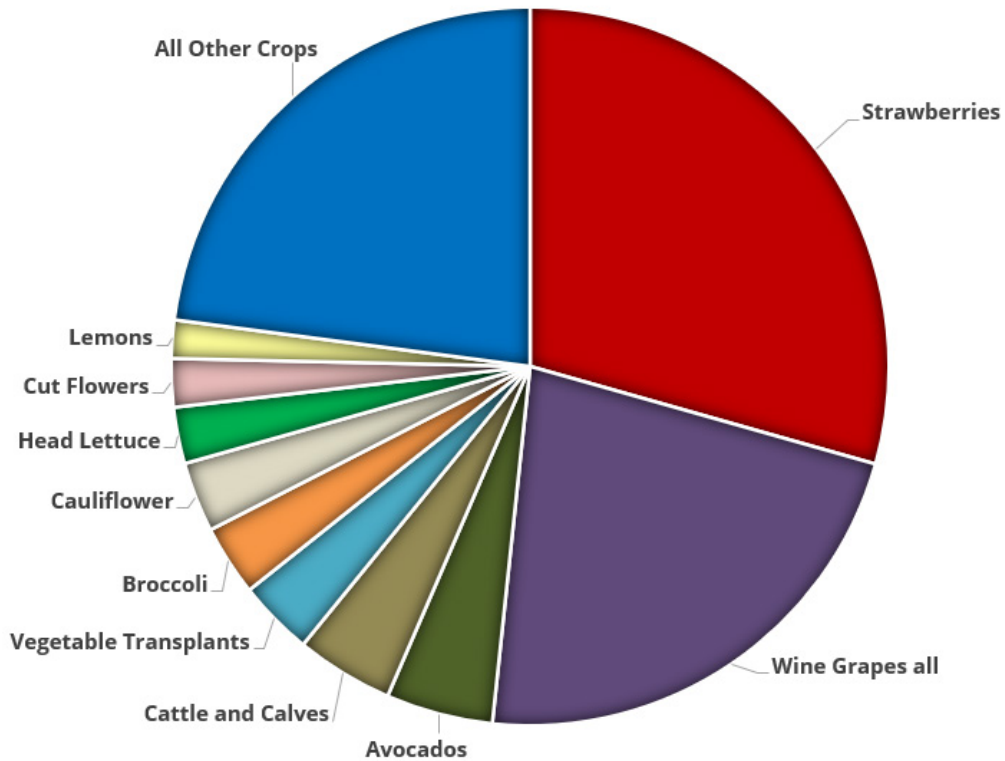
Although COVID-19 impacted the vegetable industry early in the pandemic, demand for vegetable crops rebounded later in the season. Overall, high quality crops were produced with the help of favorable growing conditions throughout the season. Coupled with rebounding markets, the industry ended the year with a value increase of 6.8% to \$232.8 million.

As always, I would like to express my appreciation to all the farmers and ranchers who provided input to this report as their knowledge and insight is vital to its production. Additionally, I would like to thank my staff for their hard work compiling this data and for their ongoing efforts to protect agriculture in San Luis Obispo County.

Martin Settevendemie
Agricultural Commissioner/Sealer

Top 10 Crops

CROP	VALUE	PERCENTAGE
Strawberries	\$287,562,000	34.07%
Wine Grapes (All)	\$218,238,000	25.86%
Avocados	\$47,169,000	5.59%
Cattle and Calves	\$43,077,000	5.10%
Vegetable Transplants	\$33,305,000	3.95%
Broccoli	\$31,107,000	3.69%
Cauliflower	\$30,877,000	3.66%
Head Lettuce	\$24,860,000	2.95%
Cut Flowers	\$21,284,000	2.52%
Lemons	\$16,803,000	1.99%
TOP TEN TOTAL	\$754,282,000	89.37%



Agricultural Sector Highlights

The overall crop value recorded for San Luis Obispo County in 2020 is \$978,675,000, down just slightly from 2019 and down over 5% from the record high recorded in 2018. The agriculture industry was heavily impacted by the COVID-19 pandemic throughout 2020, as consumer demand and buying patterns shifted wildly – leading to significant and unpredictable changes in crop values and wide swings in value for the same crop at different times throughout the year.

Strawberries remained the top valued crop in the county for the second straight year and the sixth time in the past decade, reaching its highest valuation in county history at over 287 million dollars. For only the second time in recent memory, avocados were one of the top 3 crops in the county boosted by tremendous production that helped overcome decreases in overall demand and market value, as well as a late summer heat wave that caused damage in certain growing areas.

ANIMAL INDUSTRY

The total value of the county's animal industry increased over 13% in 2020, based on significant increases in cattle sales. With prices holding relatively steady, the gross value in the cattle and calves sector increased by over 21% due to a substantial 28% increase in the number of head sold compared to 2019.

FIELD CROPS

The overall value of field crops produced in the county fell significantly in 2020 with a 16% reduction in gross value stemming from a variety of both market and weather-related factors. Overall grain hay value fell slightly due to decreases in per acre yield and pricing. Planted acreage of high-value alfalfa fell significantly, with a 29% decrease in total production area in 2020, as growers shifted toward other crops. After being included in the 2019 crop report values for the first time, industrial hemp production declined substantially in 2020.

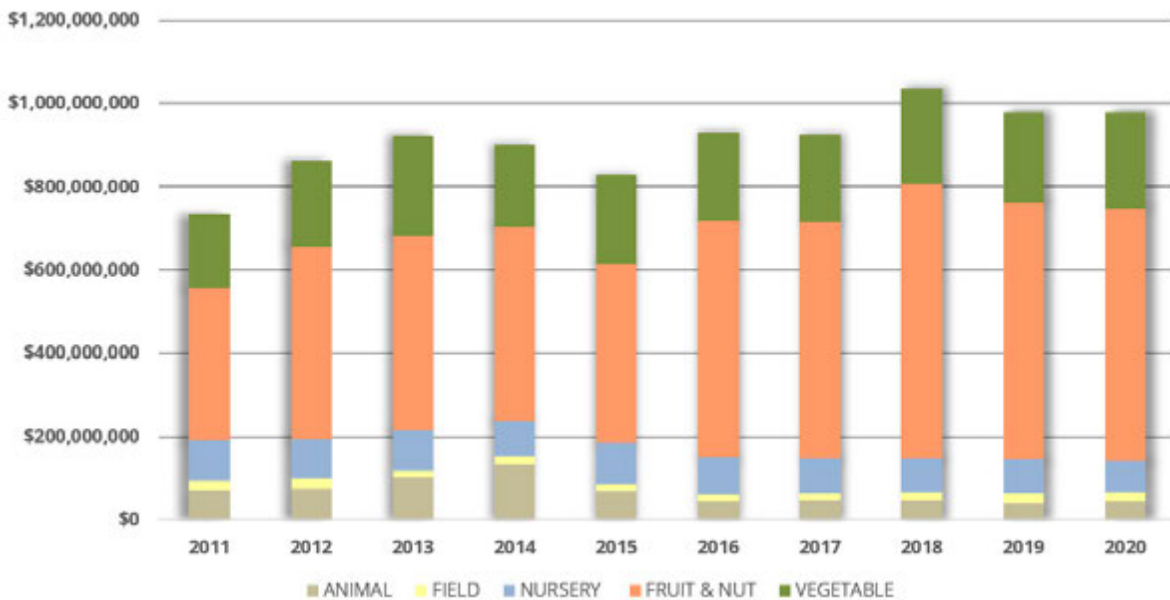
NURSERY PRODUCTS

Nursery values fell substantially in 2020 as local growers were impacted by reduced demand, especially for commercial vegetable transplants and cut flowers. Overall value in this sector decreased nearly 6% from the previous year based largely on COVID related changes in market demands. However, certain segments within the nursery industry fared surprisingly well, as those growers who produce bedding plants, indoor and outdoor ornamentals, and direct-to-consumer vegetable transplants flourished due to increased consumer demand from home gardeners.

YEAR	ANIMAL	FIELD	NURSERY	FRUIT & NUT	VEGETABLE	TOTAL
2011	\$71,479,000	\$22,929,000	\$96,454,000	\$366,570,000	\$174,981,000	\$732,413,000
2012	\$73,857,000	\$24,612,000	\$95,155,000	\$463,296,000	\$204,900,000	\$861,820,000
2013	\$100,865,000	\$16,365,000	\$97,651,000	\$468,355,000	\$237,896,000	\$921,132,000
2014	\$135,017,000	\$16,812,000	\$84,394,000	\$468,518,000	\$195,329,000	\$900,070,000
2015	\$70,659,000	\$15,600,000	\$99,511,000	\$428,344,000	\$214,059,000	\$828,173,000
2016	\$45,350,000	\$16,784,000	\$86,933,000	\$568,129,000	\$212,734,000	\$929,930,000
2017	\$47,909,000	\$16,679,000	\$82,802,000	\$566,592,000	\$210,716,000	\$924,698,000
2018	\$48,596,000	\$18,777,000	\$81,190,000	\$656,609,000	\$230,327,000	\$1,035,499,000
2019	\$41,073,000	\$24,180,000	\$80,566,000	\$615,218,000	\$217,972,000	\$979,009,000
2020	\$46,509,000	\$20,217,000	\$75,883,000	\$603,283,000	\$232,783,000	\$978,675,000

Agricultural Sector Highlights

10 Year Category Comparison



FRUIT & NUT CROPS

Although strawberries reached their highest annual value in county history, wine grapes experienced considerable challenges in 2020 bringing the overall Fruit & Nut sector value down slightly. With both prices and yields down considerably due to a combination of challenges, including reduced demand, oversupply in the market, and concerns about possible smoke taint from late season wildfires, the overall value for wine grapes decreased 14% from the previous year and marked their lowest value in the past five years.

Despite problems in the wine grape industry and the industry wide challenges in market demands experienced due to the COVID-19 pandemic, the overall value of the Fruit & Nut sector was buoyed by the high yields of avocados, lemons, strawberries, and English walnuts.

VEGETABLE CROPS

Vegetable growers experienced a chaotic year in 2020 as the COVID-19 pandemic weighed heavily upon consumer demand and market trends. Despite challenging markets during the early stages of the pandemic, demand for vegetables rebounded later in the season after the initial shock of restaurants closing around the country subsided. Favorable weather conditions also helped vegetable growers withstand the challenges brought on by the unprecedented nature of a global pandemic.

Leaf lettuce values were up overall for 2020 due to both strong demand and solid prices late in the year, and head lettuce value was up slightly on the year due to excellent per acre yields. A variety of other vegetable crops also benefited from the favorable growing conditions, leading to increases in overall value despite the unpredictable consumer demand.

Honoring Essential

Two thousand twenty was an incredibly difficult year for all of us. As COVID-19 reached American soil early in the year, the country was faced with enormous challenges – fears of contracting a life-threatening virus, crippling economic hardship, and widespread lockdowns designed to slow the spread of a deadly disease. As the pandemic spread across the country and the globe, people worldwide struggled to deal with the unknowns and uncertainties, and many shifted to working remotely or telecommuting.

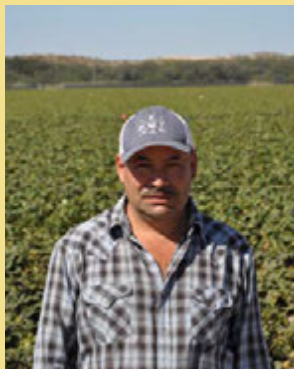
“Before the pandemic, did you feel the general public had an understanding and appreciation for the work that you do? Do you think that has changed in the past year?”

Victor Manuel Cervantes

Ikeda Bros

“I felt the public did not appreciate us because our job requires we get dirty, and people see us as unimportant.

I feel this has changed during the pandemic because people have realized that we never stopped working and realized that fieldworkers are responsible for providing food to their tables.”



Agriculture, a challenging profession during the best of times, did not have the luxury of staying at home. This essential work force showed up every single day, persisting despite stressful conditions and constant health concerns. During the pandemic, our local agricultural workers demonstrated tremendous fortitude and dedication - persevering through challenging times to put food on people’s tables across this county, state, and nation.

The supply chains that bring food to our local grocery stores are complex and interwoven. There are an incredible number of people required to keep our shelves stocked - from the growers who make difficult decisions about which crops to produce and how to produce them to the tractor drivers who plow and prep the fields for planting and the laborers who take care of the plants during the growing season. Once ready for harvest, fieldworkers perform demanding physical labor regardless of weather conditions to pick the bounty produced, other workers process and package the harvested crops, and truck drivers and grocery store employees help transport everything from the field to the cooler to the distribution center and finally to the stores in your neighborhood. It takes all these workers and more to maintain a global supply chain and ensure a steady stream of food on local shelves and on all our tables.

“If there was one thing that you could tell people about your job, what would it be?”

Hector Chavez

Ikeda Bros

“I would like to share that I am proud of working in agriculture, I feel proud of going to a grocery store and seeing the crops I help harvest daily, and I am happy and proud this job has helped me provide for my family.”



Agricultural Workers

To “honor” someone is to hold them in high regard and to treat them with respect and admiration. We hope that one of the few bright spots to emerge from this global pandemic is that all agricultural employees are better honored as the essential workers they clearly are – and that the public has a better understanding and appreciation for the work that is involved in feeding the world and those workers that are needed to sustain our food supply.

To show our appreciation, we reached out to local fieldworkers and spoke to them about the trials and tribulations of the past year. We've included some of their responses in these pages. We hope that you will join us in honoring their dedication, commitment, and hard work during a year of staggering challenges, and we send our thanks to all essential agricultural workers who labored through a pandemic to help keep our people fed and our economy running.

“What challenges did you and your family encounter during this pandemic? Was there anything positive that came out of this very difficult year?”

Jose Zacarías

Rancho Laguna

“The challenge I had was coming into work everyday and not knowing whether I could be the next person infected.”

The positive experience I had was being lucky to not be infected with COVID. Also, our family formed a stronger bond as a result of spending more time together, I felt we became more united.”



“If there was one thing that you could tell people about your job, what would it be?”

Margarita Corona

Talley Farms

“I am happy and proud to be a fieldworker, I was afraid in the beginning of being infected and infecting my family, but I still got up every morning to go to work because I feel my job is important.”



Honrando A Los Trabajadores

El dos mil veinte fue un año increíblemente difícil para todos. Cuando COVID-19 llegó al suelo estadounidense a principios del año, el país se enfrentó a enormes desafíos—temores de contraer un virus potencialmente mortal, dificultades económicas y órdenes de aislamiento en todas partes diseñados para frenar la propagación de una enfermedad mortal. A medida que la pandemia se extendía por todo el país y todo el globo terrestre, personas en todo el planeta luchaban por lidiar con las incertidumbres y muchos empezaron a trabajar desde casa y por telecomunicación.

“Antes de la pandemia, ¿sentía que el público en general comprendía y apreciaba el trabajo que usted hace en la agricultura? ¿Crees que eso ha cambiado este último año debido a la pandemia?”

Victor Manuel Cervantes

Ikeda Bros

“Sentí que el público no nos apreciaba porque nuestro trabajo requiere que nos ensuciemos y la gente nos ve como sin importancia.

Siento que esto ha cambiado durante la pandemia porque la gente se ha dado cuenta de que nunca dejamos de trabajar y se dio cuenta de que los trabajadores de campo son responsables de proporcionar comida a sus mesas.”



La agricultura, una profesión desafiante en las mejores de las épocas, no podía darse el lujo de quedarse en casa. Esta fuerza de trabajadores esenciales siguió trabajando cada día, persistiendo a pesar de las condiciones estresantes y los constantes temores por su salud. Durante la pandemia, nuestros trabajadores agrícolas locales demostraron una tremenda fortaleza y dedicación, perseverando en tiempos difíciles para poner comida en las mesas de la gente a lo largo del condado, del estado y la nación.

Los canales de distribución que abastecen de alimentos a nuestros supermercados locales son complejos y entretreídos. Hay un gran número de gente que colabora en el proceso de mantener los estantes y puestos surtidos. Este proceso incluye desde los agricultores que toman arduas decisiones acerca de que cultivos producir y cómo producirlos; los conductores de tractores que aran y preparan las tierras de siembra y trasplante; hasta los trabajadores agrícolas que cuidan las plantas durante la temporada de crecimiento. Una vez que la cosecha está lista, los trabajadores de campo llevan a cabo el exigente trabajo físico, a pesar de las condiciones del clima, para recoger la cosecha. El proceso continúa con trabajadores que procesan y empaacan los cultivos producidos. Después le sigue el transporte de productos, donde los conductores de camiones y empleados de supermercados transportan todo desde el campo de producción pasando por cuartos de refrigeración, hasta centros de distribución y supermercados en su vecindario. Conlleva a todos esos trabajadores y más para mantener una cadena suministradora global y asegurar un flujo constante en las estanterías locales y en nuestras mesas.

“Si hubiera algo que pudiera decirle a la gente sobre tu trabajo, ¿que sería?”

Hector Chavez

Ikeda Bros

“Me gustaría compartir que estoy orgulloso de trabajar en la agricultura, me siento orgulloso de ir a un mercado y ver los cultivos que yo he ayudado a cosechar, y estoy feliz y orgulloso de que este trabajo me haya ayudado a mantener y proveer a mi familia.”



Esenciales De La Agricultura

“Honrar” a alguien es tenerlo en alta estima y tratarlo con respeto y admiración. Esperamos que uno de los pocos puntos brillantes que surjan de esta pandemia mundial sea que todos los trabajadores agrícolas sean honrados como los trabajadores esenciales que claramente son, y que el público comprenda y aprecie mejor el trabajo que implica alimentar a la población y los trabajadores que se necesitan para mantener nuestro suministro de alimentos en funcionamiento.

Para mostrar nuestro agradecimiento, entrevistamos a los trabajadores de campo locales y les preguntamos sobre las pruebas y tribulaciones que tuvieron el año pasado. Hemos incluido algunas de sus respuestas en estas páginas. Esperamos que se una a nosotros para honrar la dedicación, compromiso y arduo trabajo que realizaron los trabajadores agrícolas durante un año de asombrosos desafíos. Enviamos nuestro agradecimiento a todos los trabajadores agrícolas esenciales que trabajaron durante una pandemia para ayudar a mantener a nuestra gente alimentada y nuestra economía en funcionamiento.

“¿Qué desafíos enfrentaron usted y su familia durante esta pandemia? ¿Hubo algo positivo que salió de este año tan difícil?”

Jose Zacarías

Rancho Laguna

“El desafío que tenía era llegar al trabajo todos los días y, sin saber quién podría ser la próxima persona infectada.”

La experiencia positiva que tuve fue tener la suerte de no ser infectado con COVID. Además, nuestra familia formó una relación más fuerte entre nosotros ya que pasamos más tiempo juntos, sentí que nos unimos más.”



“Si hubiera algo que pudieras decirle a la gente sobre tu trabajo, ¿que sería?”

Margarita Corona

Talley Farms

“Estoy feliz y orgullosa de ser una trabajadora del campo, tenía miedo al principio de ser infectada y contagiar a mi familia, pero me levantaba todas las mañanas para ir a trabajar porque siento que mi trabajo es importante.”



Additional Interviews

“What challenges did you and your family encounter during this pandemic? Was there anything positive that came out of this very difficult year?”

Pedro Vargas Alcantar

Okui Farms

“The challenges that we faced was overcoming fear of infection. I have relatives that passed away due to COVID and it was terrifying knowing you can get infected and possibly die.

Speaking on behalf of the crew here I can say that even though we were scared of being infected, we still showed up to work to get the job done, this created a strong bond among us because we kept a positive mindset, I would say this was something positive as a result of the pandemic.”



“Before the pandemic, did you feel the general public had an understanding and appreciation for the work that you do? Do you think that has changed in the past year?”

Eduardo Mosqueda

Talley Farms

“I felt that the public did not have a clear understanding of what agriculture entails. I also felt that the public sees agriculture jobs as less or unimportant.

I feel this has changed this past year because now more people understand and realize that we provide the fruits and vegetables they eat.”



“If there was one thing that you could tell people about your job, what would it be?”

Gregorio Montiel Avalos

Rancho Laguna

“I want to share that I enjoy working in agriculture, it gives me a sense of freedom, and I also want to share that I take this job very seriously because I know I am responsible for feeding the public.”



Entrevistas Adicionales

*“¿Qué desafíos enfrentaron su familia y usted durante esta pandemia?
¿Hubo algo positivo de este año tan difícil?”*

Pedro Vargas Alcantar

Okui Farms

“Los desafíos que enfrentamos fueron superar el miedo a la infección. Tengo parientes que fallecieron debido a COVID y fue aterrador saber que puedes infectarte y posiblemente morir.

Hablando en nombre de todos los trabajadores aquí, puedo decir que aunque teníamos miedo de ser infectados, todavía nos presentamos al trabajo para hacer el trabajo, esto creó una fuerte unión entre nosotros porque mantuvimos una mentalidad positiva, yo diría esto fue algo positivo como consecuencia de la pandemia.”



“Antes de la pandemia, ¿sentía que el público en general comprendía y apreciaba el trabajo que usted hace en la agricultura? ¿Crees que eso ha cambiado este último año debido a la pandemia?”

Eduardo Mosqueda

Talley Farms

“Sentí que el público no tenía una comprensión clara de lo que implica trabajar en la agricultura. También sentí que el público ve los trabajos agrícolas como menos o sin importancia.

Siento que esto ha cambiado el año pasado porque ahora más personas entienden y se dan cuenta de que les proporcionamos las frutas y verduras que comen.”

“Si hubiera algo que pudiera decirle a la gente sobre tu trabajo, ¿que sería?”

Gregorio Montiel Avalos

Rancho Laguna

“Quiero compartir que disfruto trabajar en la agricultura, me da una sensación de libertad, y también quiero compartir que tomo este trabajo muy en serio porque sé que soy responsable de alimentar al público.”





Animal Industry

COMMODITY	YEAR	# OF HEAD	TOTAL PRODUCTION	UNIT	VALUE PER CWT	TOTAL GROSS VALUE
CATTLE & CALVES	2020	46,940	323,886	CWT	\$133	\$43,077,000
	2019	36,765	262,560	CWT	\$135	\$35,446,000
*MISCELLANEOUS	2020					\$3,432,000
	2019					\$5,627,000
TOTAL	2020					\$46,509,000
	2019					\$41,073,000

* Eggs, Goats, Hogs, Lambs, Sheep, Bees Wax, Honey, Milk, Pollination



Field Crops

CROP	YEAR	PLANTED ACRES	HARV. ACRES	YIELD / ACRE (TONS)	TOTAL PRODUCTION	UNIT	VALUE PER UNIT	TOTAL GROSS VALUE
ALFALFA HAY	2020	1,062	1,062	5.23	5,554	TON	\$275.00	\$1,527,000
	2019	1,494	1,478	5.61	8,292	TON	\$251.00	\$2,081,000
BARLEY	2020	9,794	8,258	1.44	11,892	TON	\$186.00	\$2,212,000
	2019	7,553	7,553	1.34	10,121	TON	\$195.00	\$1,974,000
++GRAIN HAY	2020	11,467	11,045	2.25	24,851	TON	\$186.00	\$4,622,000
	2019	9,986	9,646	2.51	24,211	TON	\$206.00	\$4,988,000
RANGELAND, GRAZED	2020		1,012,000			ACRE	\$10.00	\$10,120,000
	2019		1,012,000			ACRE	\$8.00	\$8,096,000
*MISCELLANEOUS	2020	2,911	8,339					\$1,736,000
	2019	2,999	6,814					\$7,041,000
TOTAL	2020	25,234	1,040,704					\$20,217,000
	2019	22,032	1,037,491					\$24,180,000

* Irrigated Pasture, Oats, Safflower, Sudan Hay, Wheat, Greenchop, Seed, Grain Stubble (Grazed), Teff
 ++ Includes winter forage

Vegetable Crops

CROP	YEAR	HARV. ACRES	YIELD/ ACRES (TONS)	TOTAL PRODUCTION	VALUE PER TON	TOTAL GROSS VALUE
BROCCOLI	2020	4,258	5.856	24,935	1,247.52	\$31,107,000
	2019	6,023	6.572	39,583	1,204.01	\$47,659,000
BRUSSEL SPROUTS	2020	708	10.706	7,580	1,582.29	\$11,994,000
	2019	**	**	**	**	**
CAULIFLOWER	2020	3,494	9.798	34,234	901.92	\$30,877,000
	2019	3,503	11.387	39,889	785.67	\$31,339,000
CELERY	2020	1,062	28.808	30,594	476.10	\$14,566,000
	2019	736	26.544	19,536	694.16	\$13,561,000
CILANTRO	2020	1,382	7.604	10,509	1,004.32	\$10,554,000
	2019	**	**	**	**	**
KALE	2020	197	23.274	4,585	1,404.61	\$6,440,000
	2019	141	13.670	1,927	1,172.88	\$2,261,000
LETTUCE, HEAD	2020	3,317	19.493	64,658	384.49	\$24,860,000
	2019	3,059	14.305	43,759	535.24	\$23,422,000
LETTUCE, LEAF	2020	706	12.356	8,723	1,204.33	\$10,506,000
	2019	847	11.965	10,134	693.03	\$7,023,000
NAPA CABBAGE	2020	962	24.953	24,005	524.37	\$12,587,000
	2019	**	**	**	**	**
PEAS	2020	104	1.804	188	2,604.06	\$489,000
	2019	**	**	**	**	**
*MISCELLANEOUS	2020	9,412				\$78,803,000
	2019	9,924				\$92,707,000
TOTAL	2020	25,602				\$232,783,000
	2019	24,233				\$217,972,000

* Anise, Arugula, Basil, Beans, Beets, Bell Peppers, Bok Choy, Cabbage, Carrots, Chard, Chili Peppers, Collards, Cucumbers, Daikon, Dandelion, Dill, Endive, Escarole, Fennel, Garlic, Green Onions, Herbs, Leeks, Melons, Mizuna, Mushrooms, Mustard Greens, Onions, Parsley, Potatoes, Pumpkins, Radishes, Spinach, Squash, Sweet Corn, Tomato, Tomatillo

**Not Available

Fruit and Nut Crops

CROP	YEAR	PLANTED ACRES	BEARING ACRES	YIELD / ACRE (TONS)	TOTAL PROD.	VALUE PER TON	TOTAL GROSS VALUE
AVOCADO	2020	4,673	4,238	5.892	24,970	\$1,889.00	\$47,169,000
	2019	4,437	4,215	2.884	12,156	\$3,198.00	\$38,875,000
GRAPE, WINE (ALL)	2020	47,193	43,818		133,280		\$218,238,000
	2019	48,445	44,304		149,682		\$254,273,000
LEMONS	2020	2,249	1,680	17.156	28,822	583.00	\$16,803,000
	2019	1,990	1,751	16.815	29,443	726.00	\$21,376,000
STRAWBERRIES	2020		4,071		130,581		\$287,562,000
	2019		3,981		147,277		\$271,431,000
Fresh	2020			24.125	98,213	2,602.00	\$255,550,000
	2019**			26.906	107,113	2,236.00	\$239,500,000
Processed	2020			7.951	32,369	989.00	\$32,012,000
	2019			10.089	40,164	795.00	\$31,931,000
ENGLISH WALNUTS	2020	1,464	1,457	0.473	689	1,449.00	\$999,000
	2019	1,531	1,470	0.185	272	2,446.00	\$665,000
*MISCELLANEOUS	2020	3,340	2,685				\$32,512,000
	2019	2,788	2,534				\$28,598,000
TOTAL	2020	58,919	57,949				\$603,283,000
	2019	59,191	58,255				\$615,218,000

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

** Revised



Wine Grape Varietals

CROP	YEAR	BEARING ACRES	YIELD/ ACRE (TONS)	TOTAL PROD.	VALUE PER TON	TOTAL GROSS VALUE
CHARDONNAY	2020	2,963	3.548	10,513	\$1,286.00	\$13,519,000
	2019	3,239	4.047	13,108	\$1,441.00	\$18,889,000
SAUVIGNON BLANC	2020	1,008	7.476	7,536	\$1,439.00	\$10,844,000
	2019	786	9.784	7,690	\$1,427.00	\$10,974,000
WHITE WINE (OTHER)	2020	1,664	2.893	4,814	\$2,250.00	\$10,831,000
	2019	1,908	2.944	5,617	\$1,752.00	\$9,841,000
CAB SAUVIGNON	2020	20,381	3.237	65,973	\$1,500.00	\$98,960,000
	2019	19,551	3.758	73,473	\$1,643.00	\$120,716,000
MERLOT	2020	3,340	2.625	8,768	\$1,581.00	\$13,861,000
	2019	4,246	2.700	11,464	\$1,428.00	\$16,371,000
PINOT NOIR	2020	2,265	2.809	6,362	\$2,384.00	\$15,168,000
	2019	2,235	2.751	6,148	\$2,767.00	\$17,013,000
SYRAH	2020	2,786	2.590	7,216	\$2,113.00	\$15,247,000
	2019	3,052	2.654	8,100	\$2,091.00	\$16,937,000
ZINFANDEL	2020	2,197	2.086	4,583	\$1,673.00	\$7,667,000
	2019	2,477	2.002	4,959	\$1,737.00	\$8,614,000
RED WINE (OTHER)	2020	7,214	2.428	17,516	\$1,835.00	\$32,141,000
	2019	6,810	2.808	19,122	\$1,826.00	\$34,918,000

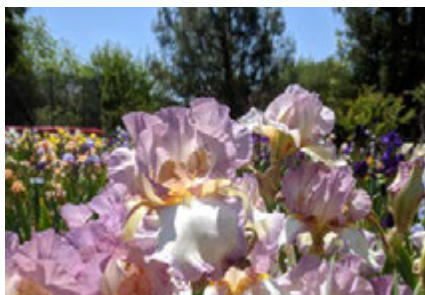


Nursery Products

CROP	YEAR	FIELD PRODUCTION (ACRES)	GREENHOUSE PRODUCTION (SQ. FT.)	TOTAL GROSS VALUE
++CUT FLOWERS & GREENS	2020	18	5,794,974	\$21,284,000
	2019	48	6,139,724	\$26,996,000
OUTDOOR ORNAMENTALS	2020	47	54,403	\$6,078,000
	2019	51	54,880	\$6,751,000
VEGETABLE & ORNAMENTAL TRANSPLANTS	2020	37	1,477,340	\$33,305,000
	2019	38	1,477,343	\$35,467,000
*MISCELLANEOUS	2020	39	822,237	\$15,216,000
	2019	35	662,911	\$11,352,000
TOTAL	2020	141	8,148,954	\$75,883,000
	2019	172	8,334,858	\$80,566,000

++ Includes cut flowers grown in greenhouse and field

* Aquatic, Bedding plants, Bulbs, Cacti, Christmas Trees, Fruit-Nut trees, Ground Cover, Herbs, Indoor Decorative, Propagative plants, Flower seed, Sod, Specialty plants, Succulents



Commercial Fishing

Commercial fishing operations working from Morro Bay and Port San Luis landed 96 different species of fish, valued at approximately \$3 million.

This data was obtained from the annual California Department of Fish and Wildlife Report. (Commercial fishing value is not included in the overall agricultural value.)



2020 Commercial Fishing Landings		
Species	Pounds	Value
Sablefish	233,717	\$469,094
Crab, Dungeness	77,757	\$310,949
Rockfish, gopher	37,896	\$259,666
Hagfish, Pacific	215,248	\$231,586
Salmon, Chinook	26,018	\$230,587
Rockfish, brown	30,889	\$209,060
Prawn, spot	11,817	\$196,592
Halibut, California	29,251	\$173,956
Cabezon	25,703	\$151,962
Rockfish, black and yellow	18,004	\$127,454
Other species*	391,681	\$715,396
TOTALS	1,097,981	\$3,076,302

**Other species includes 86 species.*

Organic Crops

San Luis Obispo County ranked 11th out of 58 California Counties for the number of organic registrants in 2020.

Ninety-nine growers registered with San Luis Obispo County as their primary county for organic crops and rangeland production. In addition, fourteen producers based in other counties registered organic production sites within the county.

Top 5 Organic Crops Grown in SLO County		
Rank	Crop	Acreage
1	Rangeland	62,118
2	Grain	3,464
3	Carrots	3,263
4	Wine grapes	1,347
5	Walnuts	1,016

Acres Registered as Organic	
Year	Acres
2020	80,413
2019	78,220
2018	73,894
2017	54,936*
2016	54,448

*2017 data is an approximation; commodity data reporting was restructured as a result of regulation changes.

Sustainable Agriculture

PEST PREVENTION

The California Food & Agricultural Code mandates pest prevention programs to prevent the introduction and spread of pests. Pest prevention involves various activities and programs, including Pest Exclusion, Pest Detection, Pest Eradication, Pest Management, and Biological Control.

PEST EXCLUSION

The department's Pest Exclusion Program strives to prevent the introduction and spread of noxious weeds, plant diseases, exotic insects, and animal pests, which could be harmful to our county's agriculture and environment. To accomplish this goal, county staff inspected nearly 9,000 shipments of incoming plant material at parcel delivery facilities, nurseries, farms, and landscape sites. During the process of ensuring that incoming shipments met quarantine requirements, inspectors intercepted 121 actionable pests and diseases. The plant material associated with each of these shipments was rejected for violations of state and/or federal quarantines.

Activity	Number
Shipments profiled:	14,101
Shipments inspected:	8,816

Types of Pests Intercepted	Number of Rated, Actionable Pests Found
Scale Insects	55
Mealybugs	34
Fungi	5
Weeds	4
Spider Mites	4
Lepidoptera	3
Slugs	2
Leafhoppers	2
Aphids	2
Ants	2
Thrips	1
Psyllids	1
Eggs/immature insects (undetermined)	6
TOTAL	121

PIERCE'S DISEASE CONTROL PROGRAM

This program protects local nursery and agricultural industries by providing inspection services of incoming plant shipments originating from areas where the Glassy-winged Sharpshooter (GWSS), a major vector for Pierce's Disease, is known to exist. Pierce's Disease can cause severe impacts to local agricultural producers and this program helps ensure that GWSS is not introduced into our area.

Department inspectors and technicians coordinate with industry to inspect incoming nursery stock as it enters the county. In 2020, staff completed a total of 1,724 inspections at 661 different sites. A total of ten noncompliances and nine notices of rejection were issued for incoming shipments not meeting established requirements. There were no GWSS interceptions reported, and the county remains GWSS free.

PHYTOSANITARY CERTIFICATION PROGRAM

With this program, we ensured that plants and other agricultural commodities exported out of state and to foreign countries met their pest and disease requirements. In 2020, staff inspected and certified 2,968 shipments destined for 49 countries. The 15 countries that local growers exported products to most frequently are listed below.

Top 15 Export Countries					
Country:	Certificates:	Country:	Certificates:	Country:	Certificates:
Canada	1,758	Belgium	37	United Kingdom	14
Japan	375	French Polynesia	36	Italy	12
Taiwan	375	Korea, Republic of	27	Lebanon	9
Mexico	94	New Zealand	24	Panama	9
Netherlands	68	Peru	18	Brazil	8

Sustainable Agriculture

PEST DETECTION PROGRAM

Pest detection is the systematic search for exotic pests arriving from an outside area and for pests not known to occur in California. The detection of pests at their lowest population level is essential to the success of any eradication effort. Pest Detection uses visual inspection and insect traps that target specific exotic pests of high agricultural and economic importance.

San Luis Obispo County is host to many varied crops that thrive in the diverse regions and microclimates within the county. Exotic, invasive insects and pathogens threaten agricultural crops, residential gardens, and wildlands, and it takes constant monitoring and inspection to ensure that new pests are not introduced and become established.

In 2020, 6,247 residences hosted 3,164 specialized insect traps designed to intercept invasive insects. These residential traps were checked 43,252 times by department staff. In addition, commercial traps were placed in plant nurseries and croplands throughout the county for the detection of GWSS, Light Brown Apple Moth, European Grapevine Moth, and European Pine Shoot Moth. These 1,692 additional traps were checked 14,712 times throughout the trapping season.

Target Pest	Insect Hosts	Traps Placed	Trap Servicing
Mediterranean Fruit Fly	Fruit Trees	185	3,235
Melon Fruit Fly	Vegetable Gardens	97	1,703
Mexican Fruit Fly	Fruit Trees	164	5,449
Oriental Fruit Fly	Fruit Trees	185	3,233
Misc. Fruit Fly	Fruits and Vegetables	163	1,909
Gypsy Moth	Shade Trees	136	780
Japanese Beetle	Turf, Roses	125	735
Trogoderma Beetle	Stored Grains	14	14
Light Brown Apple Moth	Ornamental/ Commercial Crops	207	2,187
European Grapevine Moth	Grapes	1,198	11,391
Asian Citrus Psyllid	Citrus	1,954	22,320
Glassy Winged Sharpshooters	Ornamental/ Commercial Crops	343	4,345
European Corn Borer	Corn, Various Crops	68	401
European Pine Shoot Moth	Pines	2	12
Invasive Shothole Borer	Fruit Trees, Avocados	8	141
Brown Marmorated Stink Bug	Fruits and Vegetables	7	109

NOXIOUS/INVASIVE WEED CONTROL

The department's Invasive Weed Control program protects agriculture, sensitive habitats, and native wildlife by controlling noxious and invasive weeds. Small populations of "pioneer" weeds are prioritized and targeted for treatment before they can become established and spread. In addition, roadside treatment programs performed along county roads enhance safety by improving visibility and clearance, reducing fire risk, and providing better access to pull-out areas. Treating roadside weeds also reduces the potential spread of invasive plants by eliminating seeds before they can be picked up in tires and transported to new places.

Type	Size
Gross Acres Surveyed:	8023.8
Gross Acres Treated:	835.2
Net Acres Treated:	192.6
Properties Surveyed:	184
Properties Treated:	93

BIOLOGICAL CONTROL

There were no biological control releases in 2020. Biocontrol releases of live *Tamarixia radiata* wasps for the suppression of the Asian Citrus Psyllid (ACP) will resume in 2021. These tiny, predatory wasps feed on the nymph stage of ACP, controlling them naturally over long periods of time once established.

Weights and Measures

The Department of Agriculture/Weights and Measures provides consumer protection services on activities involving commercial transactions whose method of sale is by weight, measure, count, or time. Weights and measures inspectors oversee transaction accuracy and promote fairness in commerce through inspection services in the areas of commercial weighing and measuring devices, packaging inspections, price accuracy at point of sales, weighmaster audit inspections, and petroleum signs and fuel quality inspections. Inspectors completed a total of 16,213 inspections in all program areas while maintaining a 24-hour response time to 95% of consumer complaints received. The department continues to adjust to new technological advancements, such as the oversight of electric vehicle fueling systems and online grocery delivery services, through training and the use of specialized equipment. Inspectors will continue to work with state and national partners, along with local industry members, to ensure equity and confidence in the marketplace.

Measuring Device Inspections		Weighing Device Inspections		Petroleum Signs and Labeling Inspections		
Device Type	Inspections Completed	Device Type	Inspections Completed			
Retail Motor Fuel Dispensers	2,443	Retail Computing Scales	570	Number of Inspections Completed 87		
Propane Meters	47	Counter Scales	138	Quality Control Inspections		
Taximeters	3	Hanging Scales	45	Price Verification Inspections		
Vehicle Tank/ Wholesale Meters	44	Crane Scales	4	Retail Locations Inspected	Packages Inspected for Price Accuracy	Overall Compliance for All Locations
Water Vending Machines	134	Hopper Scales	17	370	7,065	56.7%
Electric Submeters	649	Livestock Scales	70	Packaging and Labeling Inspections		
Gas Vapor Submeters	1117	Animal Scales (Single Head)	3	Number of Lots Inspected	# of Packages Inspected for Net Contents and Labeling	Overall Compliance
Water Submeters	877	Platform Scales	309	256	2,425	58.1%
Wire/Rope/Cordage Meters	39	Vehicle Scales	87	Regulatory Activity for 16,213 Inspections		
Misc. Measuring Devices	6	Monorail/Meatbeam Scales	5	Consumer Complaints		
Total Measuring Devices Inspected	5,359	Class II Low Capacity Scales	29	Price Accuracy Complaints	Complaints Responded to in 24 Hours	Department Response Time by Percentage
		Total Weighing Devices Inspected	1,277	46	44	95.6%
Overall Commercial Device Compliance Rate: 91.8%				Enforcement Actions Taken		
				Civil Administrative Actions Taken	Violations Issued	
				54	390	



Certified Farmers' Markets

Year-round, these local markets offer fresh fruit, vegetables, nuts, meats, cheeses, and flowers. The Department of Agriculture/Weights and Measures verifies that fresh products sold in the certified markets are grown by the certified producer. In addition, farmers' markets offer a venue for consumers to interact personally with many of the county's agricultural producers.

Market Day	Market	Time of Operation*	Market Location*
Monday	Baywood/Los Osos	14:00 - 16:30	Santa Maria St. between 2nd St. & 3rd St.
Tuesday	Paso Robles	09:00 - 11:30	11th St. & Spring St.
	San Luis Obispo	15:00 - 18:00	224 Tank Farm Rd (Farm Supply Parking Lot)
Wednesday	Arroyo Grande	08:30 - 11:00	1464 East Grand Ave (Smart and Final Lot)
	Atascadero	15:00 - 18:00	Atascadero Sunken Gardens - East Mall Ave
	Pismo Beach	16:00 - 19:00	Pismo Beach Pier Plaza - Market Open from March - October
Thursday	Morro Bay	14:30 - 17:00	2650 Main St. (Spencer's Parking Lot)
	San Luis Obispo	18:00 - 21:00	Higuera St. between Chorro St. & Osos St.
Friday	Cambria	14:30 - 17:30	1000 Main St.
	Cayucos	10:00 - 12:30	Ocean Ave. & D St. Market open from June through August.
Saturday	Arroyo Grande	12:00 - 14:30	214 E. Branch St. between Short St. & Mason
	Morro Bay	14:30 - 17:30	Main St. & Morro Bay Blvd.
	Paso Robles	09:00 - 13:00	11th St. & Spring St.
	San Luis Obispo	08:00 - 10:45	325 Madonna Rd. (World Market parking lot)
	Templeton	09:00 - 12:30	City Park - 6th St.

* Market operations and locations change from year to year. The list above represents those markets anticipated to be in operation during calendar year 2021.



