



County of San Luis Obispo 2022 Annual Crop Report



2022 Annual Crop Report

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Financial Report Fiscal Year 21-22

Revenue	\$7,282,856	%
State Funds	\$2,853,389	39%
Federal Funds	\$912,422	13%
County Funds	\$2,982,713	41%
Collected Fees	\$534,332	7%
Expenditures	\$7,282,856	%
Salaries & Benefits	\$6,295,040	86.5%
Services & Supplies	\$614,120	8.4%
Overhead	\$373,695	5.1%
Equipment	\$0	0%

Funding by Program Area

Agricultural Resources	\$ 407,461	%
State Funds	\$26,657	7%
County Funds	\$360,046	88%
Fees Collected	\$20,759	5%
Pest Management	\$ 779,753	%
State Funds	\$504,228	65%
County Funds	\$275,525	35%
Fees Collected	\$0	0.0%
Weights & Measures	\$ 918,254	%
State Funds	\$7,421	1%
County Funds	\$635,407	69%
Fees Collected	\$275,426	30%
Product Quality	\$ 219,823	%
State Funds	\$131,390	59.8%
County Funds	\$65,327	29.7%
Fees Collected	\$23,107	10.5%
Pesticide Use Enforcement	\$ 2,051,329	%
State Funds	\$946,169	46%
County Funds	\$1,082,899	53%
Fees Collected	\$22,261	1%
Pest Prevention	\$ 2,906,235	%
State Funds	\$1,237,523	43%
Federal Funds	\$912,422	31%
County Funds	\$563,510	19%
Fees Collected	\$192,780	7%



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Thank You!

The Department would like to recognize **Rusty Hall**, **Tamara Kleemann**, and **Julie Walters** for their lasting contributions made during their over 75 years of combined professional service with the County. We thank them for all of their efforts throughout their tremendous careers and wish them well in their retirements.



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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, I am pleased to release the 2022 annual crop report for San Luis Obispo County. This report represents gross values of agricultural products produced in the county and is not reflective of net profits nor any multipliers related to secondary economic contributions.

Despite persistent drought and variable weather conditions, the total value of agricultural commodities produced in San Luis Obispo County during 2022 reached a record high of \$1,084,332,000. This slight, 0.22% increase over 2021 is the third time in San Luis Obispo County history in which the total commodity value exceeded the \$1 billion mark, demonstrating the importance of the diversification of our crops and the perseverance of our agricultural industry.

The fruit and nut sector was the only sector to fall in value on the year. Strawberries, while remaining the top valued crop in the county, fell 13% to \$277,883,000. Wine grapes, at the number two spot, dropped 7% to \$261,937,000. Avocado values, hard hit by drought and other unfavorable growing conditions, fell to \$33,597,000 or 42% below 2021.

Vegetable production continues to be a major contributor to San Luis Obispo County agriculture with a value of \$293,656,000 which is 25.7% above 2021. The nursery industry also saw a substantial value increase as growers maximized greenhouse capacity to produce \$98,041,000 in various nursery products. Field crops, despite a reduction in harvested acres, saw a 35% increase due to substantially higher prices for alfalfa and grain hay. The animal industry also fared well in 2022. Cattle prices were up 16.5% making up for animals having to be sold at lighter weights due to the ongoing drought and high costs of supplemental feed. The animal sector as a whole increased by 12% to \$48,247,000.

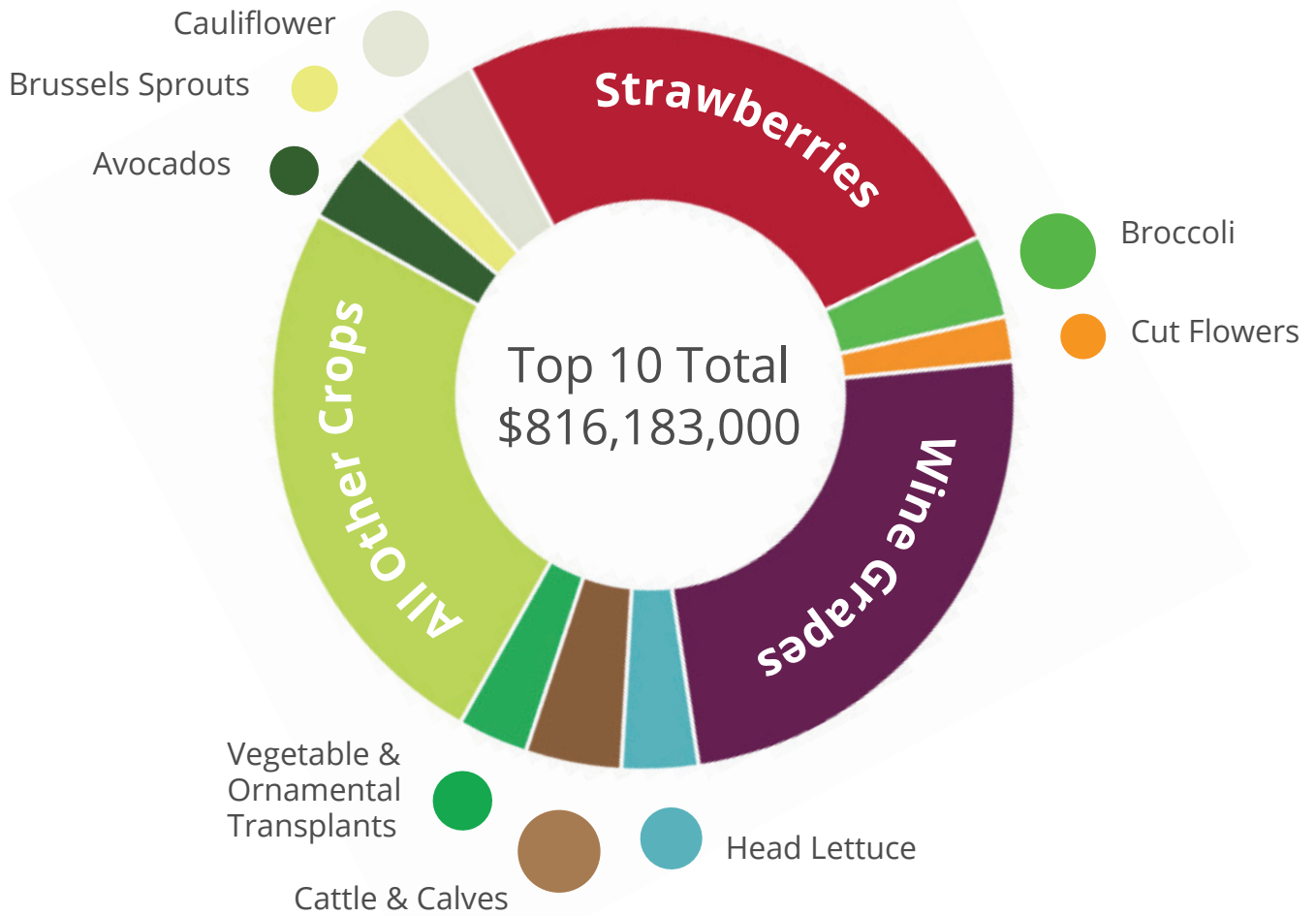
I would like to express my appreciation to all the growers, producers, ranchers and others who contributed to this report. Without their input, this report would not be possible. I would also like to thank my staff who put significant time and effort into making this report as accurate and meaningful as possible.

Respectfully,

Martin Settevendemie
Agricultural Commissioner/Sealer



Top 10 Crops



Rank	Crop	Value	*Percentage
1	Strawberries	\$277,883,000	25.63%
2	Wine Grapes	\$261,937,000	24.16%
3	Cattle and Calves	\$45,230,000	4.17%
4	Broccoli	\$39,867,000	3.68%
5	Cauliflower	\$38,931,000	3.59%
6	Head Lettuce	\$38,415,000	3.54%
7	Vegetable & Ornamental Transplants	\$35,372,000	3.26%
8	Avocados	\$33,597,000	3.10%
9	Brussels Sprouts	25,461,000	2.35%
10	Cut Flowers	19,490,000	1.80%
Top Ten Total		\$816,183,000	75.27%

Crop Values

For the second consecutive year, crop values for San Luis Obispo County set a record high as the total value for 2022 reached \$1,084,332,000, a slight increase of less than one percent over the previous year. Although the impacts from the ongoing drought led to reduced yields in a wide variety of crops, strong crop prices helped offset reductions in total production, and the overall farmgate value of the county's agricultural industry exceeded \$1 billion for the third time in history. For the fourth consecutive year, strawberries remain the county's top valued crop and wine grapes stay in the second spot, as those two crops continue to account for nearly half of the county's overall crop value. The importance of strawberries and wine grapes in the local agricultural landscape is undisputed, but the county continues to support a wide diversity of crops. In 2022, the biggest gains in value were reported in the vegetable sector, as the total value recorded for vegetables increased over \$60 million from the previous year.



Animal Industry

The overall value of the county's local animal industry increased 12% based largely on strong cattle prices. Despite the benefit of high sales prices, ranchers continued to struggle with the impacts of the ongoing drought, as the grass and feed levels of local rangelands were well below average, supplemental feeding costs were high due to record high hay prices, and many animals had to be sold off early in the year at lower-than-average weights.

Field Crops

Persistent drought conditions, which included record low rainfall during the first few months of 2022, continued to be the major story for the field crops sector. Yields for all rain dependent crops were at near record lows and thousands of acres of planted barley and grain hay went unharvested. Despite significant decreases in yield per acre and overall production for most field crops, overall value increased by 35% in 2022, buoyed by record high values for alfalfa and grain hay.

Year	Animal	Field	Nursery	Fruit/Nut	Vegetable	Total
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
2021	\$43,108,000	\$14,889,000	\$76,503,000	\$713,904,000	\$233,548,000	\$1,081,952,000
2022	\$48,247,000	\$20,056,000	\$98,041,000	\$624,332,000	\$293,656,000	\$1,084,332,000

Agricultural Sector Highlights



Nursery Products

After several years of decreased nursery production due to falling demand, overall value rebounded significantly in 2022 as local growers utilized available greenhouse capacity to a greater extent. Increased production led to a 28% increase in value from the previous year. The nursery market continues to experience large fluctuations in both demand and product value, but certain sectors, such as cut flowers, which are utilized widely in the wedding industry, rebounded strongly in 2022 as the country emerged from the impacts of the COVID pandemic. Although gross revenue increased significantly, overall costs have also been on the rise, driven by high energy prices, and the local nursery industry continues to struggle with overall profitability and unpredictable markets.



Fruit & Nut Crops

The overall value of the fruit and nut sector fell 13% from the record high set in 2021. Values remained strong for nearly all fruit and nut crops, but a series of weather-related problems impacted yields and overall production across the sector. Avocados were the most heavily impacted, as production per acre fell nearly 50% from the previous year. Growers were impacted by ongoing drought conditions, as well as a series of other, more localized weather challenges, ranging from high winds and excessive heat to cool temperatures during the bloom period.

The county's total wine grape production was down 18% in 2022 despite a slight increase in bearing acres. However, values increased across all varieties, helping to minimize the impact of that reduced production, and total value fell by only 7%.

Decreases in strawberry production per acre and a slight downturn in strawberry prices resulted in a significant 13% decline in overall value. Despite that decrease, strawberries remained the top valued crop in the county at just under \$278 million, edging out winegrapes by \$16 million.

Vegetable Crops

Vegetable prices rose considerably in 2022, driving the overall value of this sector to a record high and pushing the county's crop value over a billion dollars despite significant decreases in value in the Fruit & Nut category. Although some individual growers were severely impacted by the ongoing drought and had to fallow fields due to a lack of available irrigation water, the impacts to overall vegetable production were less severe than in other local crops and were offset by strong prices across the sector.

Four of the county's Top 10 highest valued crops came from the vegetable category, as broccoli, cauliflower, and head lettuce came in at the #4, #5, and #6 positions, and brussels sprouts rose into the Top 10 for the first time ever at #9. Despite the dramatic increases in gross values, local growers continue to struggle with net profitability as costs increased substantially, especially for fertilizers, fuel, transportation, and labor.

Regulating Pesticide Use in San Luis Obispo County



The Department of Agriculture/Weights and Measures has many duties and responsibilities. One of our most critical roles is acting as the lead agency regulating pesticide use at the local level. It is a key part of our mission and our efforts are designed to protect people, the environment, and the food supply by ensuring the safe and effective use of pesticides within the county.

Pesticide is a broad term, and includes everything from insecticides and herbicides to fungicides, miticides, rodenticides, and even antimicrobial products designed to kill microorganisms such as bacteria and viruses. In our regulatory role, we oversee a wide variety of application types in a diversity of settings. Some of these regulatory

activities are obvious, such as our oversight of the pesticides used by local growers and pest control businesses to protect the abundance of crops produced on the Central Coast, but there are other uses that may not be as evident, such as the pesticides that are applied by structural pest control businesses and landscape maintenance gardeners in urban and suburban settings, antimicrobials used by custodial staff, and even home use pesticides. Although our clear focus is on monitoring the use of pesticides in agricultural settings and by pest control companies, we are sometimes called upon to investigate potential pesticide misuse even in a home setting.

We have a team of a dozen inspectors tasked with ensuring that local growers and businesses are in compliance with an extensive list of pertinent federal and state laws and regulations. California has the most robust pesticide regulatory framework in the nation, and we are unique in that each county has agricultural inspectors, well versed in both the local agricultural industry and familiar with local growers and businesses, that conduct regulatory actions. Other states rely upon statewide inspectors who may have to travel hours to reach a particular field and may be completely unfamiliar with a region upon arrival.

Beyond the local knowledge of our inspectors, California's pesticide regulatory system is unique in requiring a permitting system for growers and businesses. Each grower who intends to use pesticides in the production of a commercial crop must obtain a permit or have an Operator Identification Number issued by our department ahead of time. Similarly, pest control businesses working in the county must be licensed by the state and registered with the county prior to conducting work. That process enables us to educate growers, applicators, and pest control business staff on the





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Pesticide Use Enforcement Program Mission Statement:

*“ To protect people, the environment,
and the food supply by ensuring the safe use
of pesticides in San Luis Obispo County.”*

applicable pesticide rules prior to making any applications.

Our outreach efforts extend far beyond the permitting process, as we conduct trainings and workshops and provide frequent presentations at grower meetings and other events in a concerted effort to educate local growers and businesses. We strive to provide all of the information that may be needed to maintain compliance with the current pesticide laws and regulations, and our outreach efforts are designed to ensure that every pesticide applicator has the knowledge needed to meet California’s stringent regulatory requirements.

Our inspectors have diverse backgrounds in chemistry, biology, entomology, soil science, and

agriculture. Although we are not toxicology experts, we work closely with our partners at the state level at the California Department of Pesticide Regulation (CDPR) who have numerous experts in those areas. CDPR has a dedicated staff of toxicologists, chemists, industrial hygienists, and environmental scientists that can help us answer questions and formulate correct approaches to items that may fall outside of our typical area of expertise.

As part of our regulatory role, we cover a wide range of activities: permitting, conducting inspections to ensure that growers are applying the correct pesticides at the correct rates in the correct manner, and ensuring whatever pesticides are used are reported as required. We also help ensure that

employees are working safely by checking to see if they have been provided with the required training, provided the necessary personal protective equipment, and are using equipment that is well maintained and safe to operate. We conduct similar inspections for fieldworkers, ensuring that they have received proper training regarding the potential hazards of pesticides and that they have been properly informed regarding the safety of working in a particular field.

Our staff also conduct investigations of pesticide incidents, whether that’s a situation where a worker experienced a pesticide illness or exposure, or a neighbor was concerned about the manner in which a pesticide application was taking place, or even just a general concern regarding pesticide use

from a member of the public. During the course of our inspections and investigations, if violations are found, we document each violation and ensure that those issues are corrected. If warranted, enforcement actions, such as fines, are taken to deter such violations from occurring in the future.

Although it is not our role to advise growers specifically on what pesticides should be

used, California’s overall pesticide regulatory system encourages and emphasizes an Integrated Pest Management (IPM) approach. The goals of IPM are rather simple – to use the best tools and information available to apply the least amount of pesticides in the most judicious manner possible while ensuring pest damage does not exceed acceptable levels – but in practice, IPM can be incredibly complicated

because there are so many factors that go into growing crops and the control of certain pests. In our accompanying feature sections, we have highlighted a few local businesses, organizations, and growers who have made great strides in implementing IPM practices into their daily effort to produce the abundance of crops that San Luis Obispo County provides, and to protect local residents and citizens from the harmful effects of certain pests.

We want to thank our Pesticide Use Enforcement staff for all of their dedication and hard work to help keep the citizens of San Luis Obispo County safe. We understand that there is a diversity of opinions about the use of pesticides, and our role is to ensure that when pesticides are used, that they are used properly, legally, and most importantly safely so that we can all continue to thrive and prosper. California has one of the most robust pesticide regulatory frameworks in the world. We are grateful for the efforts of our local growers and pest control business to meet California’s high standards, and we are proud of our role in maintaining a healthy environment for all of our county’s citizens.

2022 Integrated Pest Management (IPM) Achievement Awards

Two SLO County organizations - Vineyard Team and the Cal Poly Strawberry Center - received the California Department of Pesticide Regulation’s 2022 IPM Achievement Award.

What is IPM?

“... an ecosystem-based strategy that focuses on long-term prevention of pests or their damage through a combination of techniques such as biological control, habitat manipulation, modification of cultural practices, and use of resistant varieties. Pesticides are used only after monitoring indicates they are needed according to established guidelines, and treatments are made with the goal of removing only the target organism. Pest control materials are selected and applied in a manner that minimizes risks to human health, beneficial and nontarget organisms, and the environment.”

-- The University of California Statewide IPM Program

Pesticide Use Permits Issued	Total
Restricted Material Agricultural	483
Restricted Material Non-Agricultural	23
Operator Identification Numbers	425
Notices of Intent	Total
Notices of Intent Received	392
Investigations	Total
Investigations Completed	27
Pesticide Use Inspections	Total
Agricultural Use	218
Pre-application	218
Structural Use	57
Grower Headquarters	33
Fieldworker Safety	21
Pest Control Business Headquarters	6
Commodity Fumigations	1
Total	554
Enforcement Responses	Total
Notices of Violation	61
Decision Reports	22
Compliance Interviews	11
Agricultural Civil Penalties	8
Cease and Desist Orders	6
Structural Civil Penalties	2





Vineyard Team (VT) was established in 1994 with a mission to “identify and promote the most environmentally safe, viticulturally and economically sustainable farming methods while maintaining or improving the quality and flavor of wine grapes.”



CDPR’s 2022 IPM Achievement Award highlights the organization’s success with its Sustainability in Practice (SIP) Certified® program, research and demonstration

projects, educational outreach, and annual Sustainable Ag Expo.

VT’s commitment to science-based information about sustainable practices in all aspects of the business has driven the SIP Certified Program since 2008. Certified vineyards and wineries adhere to strict standards for conservation and enhancement of biological diversity, pest management, and social equity, to name just a few. They must keep detailed documentation and are inspected annually.

Erin Amaral is Vineyard Manager & Partner with Pacific Coast Farming, VT member, and a former President



Photo: Pacific Coast Farming

of the VT Board of Directors. Pacific Coast Farming manages approximately 1,400 acres of wine grapes between Lompoc and Paso Robles, with a majority being SIP Certified. Erin is collaborating with grape growers in Edna Valley and the UC Cooperative Extension to identify

vine mealybug hot spots. Once identified, they’re able to use a number of IPM techniques to control the pest: targeted insecticide applications, pheromone mating disruption, and targeted release of natural enemies via drone.

“For nearly 30 years, Vineyard Team has brought together researchers and growers to help the industry learn about the latest field-tested sustainable practices. We are proud to work in a community that seeks to learn and improve.” -- VT Executive Director, Beth Vukmanic



CAL POLY

CDPR recognized The Cal Poly Strawberry

Center (CPSC) with an IPM Achievement Award for its research on alternatives to traditional pesticides, such as increased quality of commercial beneficial predatory mites and improvements to a lygus bug vacuum, and for “training the next generation of IPM ambassadors in the strawberry industry.”

CPSC is a collaboration between the California Strawberry Commission and Cal Poly San Luis Obispo. Its mission is to “increase the sustainability of the California strawberry industry through research and education that addresses industry needs”, with a focus on plant pathology, entomology, and labor automation.

Gerald Holmes, Ph.D., CPSC Director, works with faculty, staff, and students to achieve the Center’s mission and

says that it’s an honor for the Center to be recognized. The Center worked with approximately 42 graduate and undergraduate students in 2022, whose majors include studies in Agricultural Science, Business, Engineering, Education, Plant Science, and Environmental Horticulture. Students apply what they learn in class to solving problems in the field and laboratory at the Center.

Holmes described how, under the guidance of faculty and staff, BioResource and Agricultural Engineering students worked to improve upon existing technology to create a lygus bug vacuum that sucks up more than twice as many insects.

Holmes also praised the pathology resistance screening project as a necessary and very impactful contribution to growing strawberries more sustainably. The strawberry industry needs varieties with resistance to a multitude

of diseases that affect them to reduce pesticide use.

CPSC is helping to send bright, experienced, data driven Cal Poly graduates out into all sectors of agriculture with an eye on sustainable pest control.



Photo: Jack Wells



Photo: Eric Mahan

"Pesticides have their place in the industry and always will, but they don't need to be our only method of controlling pests. We have many tools at our disposal."

-- Eric Mahan



Photo: Eric Mahan

Industry Perspective

Eric Mahan and his dad Tim know a bit about structural pest control. They have a combined 50+ years of experience with Orkin. Both were managers with the company until 11 years ago when Eric moved to the central coast of California to be closer to family and open their own Orkin franchise, called Orkin Central Coast. They've found that partnering with Orkin has many benefits. The parent company provides support and guidance, as well as continually tests and evaluates new products for efficacy and affordability.

From the time Eric started working with Orkin in 2002, he says that IPM has been a constant. He regularly uses heat treatments, biological treatments, insect growth regulators, and baits, in addition to pesticides. He says he is particularly excited about new rodent control products. With rodenticides falling out of favor and many being eliminated from use, these newer monitoring devices have the potential to greatly reduce the amount of bait used and technician time on the job. Eric enjoys educating customers about changing habits as one of the simplest ways to reduce pesticide use. Utilizing these best practices helps to assure that products the pest control industry needs will be available and effective if or when the need arises.

Eric employs another impressive IPM tool. He uses his trained English Springer Spaniels, Bentley and Macie, during structural inspections to sniff out bedbug infestations.

After losing a beloved dog and feeling envious of people who were able to take their dogs to the jobsite, Eric found the perfect solution in detection dogs. Orkin referred him to a trainer, where he received his first dog Bentley. Working with Bentley, and keeping up his training, gave Eric the



Photo: Eric Mahan

confidence to train Macie as a puppy himself. He says their love of hunting for bugs adds another level of joy to his work.

On navigating California's pesticide laws and regulations, Eric says, "California is a unique state in which to run a pest control company. With the Department of Pesticide Regulation and the Structural Pest Control Board each having their own rules and regulations it can seem daunting to keep track of at times. I have found the Agriculture Department to be a valuable resource. They are always available to answer questions and keep us notified of important changes to the pesticide laws. Working with them as a partner in the industry, I can rest easy knowing that I am always operating with the most up-to-date information available."

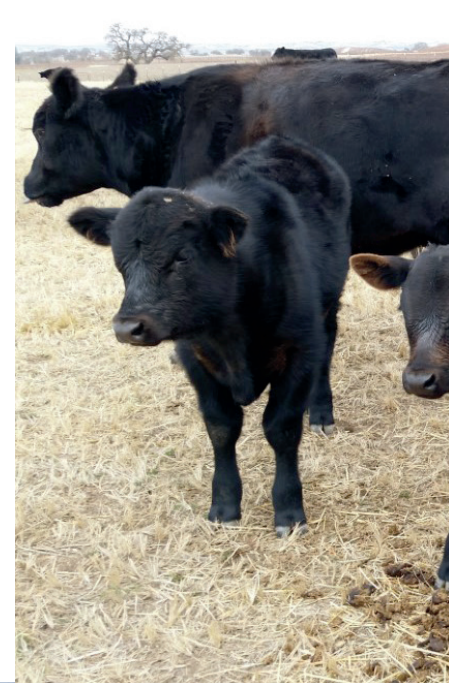


Photo: Eric Mahan

Animal Industry

Commodity	Year	# of Head	Total Production	Unit	Value/ CWT	Total Gross Value
Cattle & Calves	2022	43,421	279,197	CWT	\$162.00	\$45,230,000
	2021	45,253	285,999	CWT	\$139.00	\$39,754,000
*Miscellaneous	2022					\$3,017,000
	2021					\$3,353,724
Total	2022					\$48,247,000
	2021					\$43,108,000

*Eggs, Goats, Hogs, Lambs, Sheep, Beeswax, Honey, Milk, Pollination



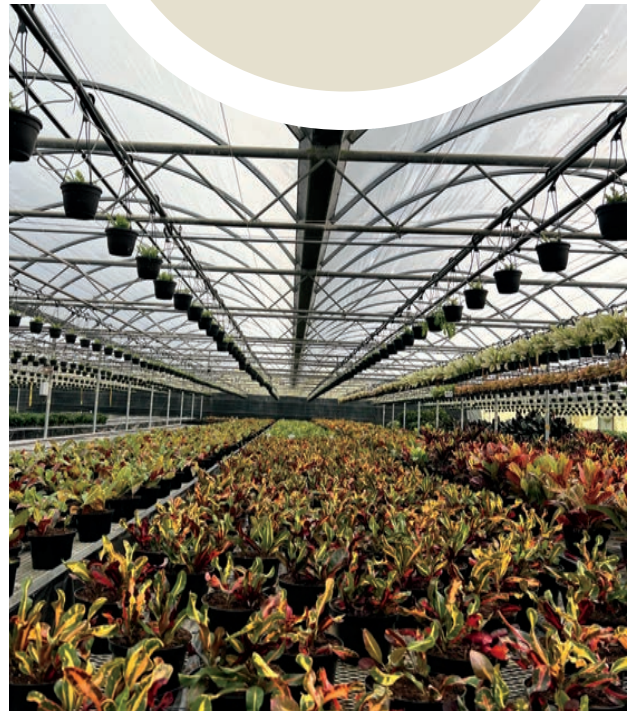
Field Crops

Crop	Year	Planted Acres	Harvested Acres	Yield/ Acre (Tons)	Total Production	Unit	Value/ Unit	Total Gross Value
Alfalfa Hay	2022	1,027	1,027	5.67	5,823	Ton	\$488.00	\$2,842,000
	2021	1,423	1,423	5.24	7,457	Ton	\$251.00	\$1,872,000
Barley	2022	8,266	2,395	0.63	1,509	Ton	\$294.00	\$444,000
	2021	6,005	4,130	0.66	2,726	Ton	\$295.00	\$804,000
++Grain Hay	2022	9,575	8,746	1.92	16,792	Ton	\$405.00	\$6,801,000
	2021	7,948	7,489	2.13	15,952	Ton	\$215.00	\$3,430,000
Rangeland, Grazed	2022		1,012,000			Acre	\$8.00	\$8,096,000
	2021		1,012,000			Acre	\$7.00	\$7,084,000
*Miscellaneous	2022	1,157	1,167					\$1,873,000
	2021	1,773	2,230					\$1,699,000
Total	2022	20,025	1,025,335					\$20,056,000
	2021	17,149	1,027,272					\$14,889,000

*Irrigated pasture, oats, safflower, Sudan hay, wheat, greenchop, seed, grain stubble (grazed), teff, dried beans, straw
 ++ Includes winter forage



Nursery Products



Nursery Crop	Year	Field Production (acres)	Greenhouse Production (square feet)	Total Gross Value
* Cut Flowers & Greens	2022	16	2,899,225	\$19,490,000
	2021	20	3,508,224	\$18,382,000
Outdoor Ornamentals	2022	53	42,700	6,967,000
	2021	48	56,720	6,766,000
Vegetable & Ornamental Transplants	2022	31	1,449,625	35,372,000
	2021	36	1,316,060	32,150,000
++ Miscellaneous	2022	38	1,672,807	36,212,000
	2021	37	1,155,777	19,205,000
Total	2022	138	6,064,357	\$98,041,000
	2021	141	6,036,781	\$76,503,000

* Includes cut flowers grown in greenhouse and field.

++ Bedding plants, bulbs, cacti, christmas trees, fruit & nut trees, ground cover, indoor decorative, propagative plants, flower seed, sod, specialty plants, succulents



Vegetable Crops

Vegetable Crop	Year	Harvested Acres	Yield/ Acre (Tons)	Total Production	Value/Ton	Total Gross Value
Broccoli	2022	4,250	6.326	26,886	\$1,482.86	\$39,867,000
	2021	6,028	7.218	43,510	\$1,069.27	\$46,524,000
Brussels Sprouts	2022	1,463	10.127	14,816	1,718.52	25,461,000
	2021	1,033	9.709	10,029	1,457.47	14,618,000
Cabbage	2022	1,428	26.837	38,323	481.94	18,470,000
	2021	1,292	19.792	25,571	443.30	11,336,000
Cauliflower	2022	3,896	9.698	37,783	1,030.36	38,931,000
	2021	3,202	10.813	34,623	701.03	24,272,000
Celery	2022	1,139	27.721	31,574	498.96	15,754,000
	2021	1,006	28.105	28,274	337.53	9,543,000
Cilantro	2022	1,088	5.459	5,939	2,201.10	13,073,000
	2021	1,299	6.812	8,849	1,148.32	10,161,000
Lettuce, Head	2022	3,656	15.947	58,302	658.89	38,415,000
	2021	2,624	20.178	52,947	404.80	21,433,000
Lettuce, Leaf	2022	1,297	11.174	14,493	1,276.51	18,500,000
	2021	1,368	12.538	17,152	768.09	13,174,000
*Miscellaneous	2022	9,712				85,185,000
	2021	9,783				82,487,000
Total	2022	27,929				\$293,656,000
	2021	27,635				\$233,548,000

* Anise, arugula, basil, beans, beets, bell peppers, bok choy, carrots, chard, chili peppers, collards, cucumbers, daikon, dandelion, dill, endive, escarole, fennel, garlic, green onions, herbs, kale, leeks, melons, mizuna, mushrooms, mustard greens, Napa cabbage, onions, parsley, peas, potatoes, pumpkins, radishes, spinach, squash, sweet corn, tomato, tomatillo

Fruit & Nut Crops



Crop	Year	Planted acres	Bearing Acres	Yield/Acre (Tons)	Total Production	Unit	Value/Ton	Total Gross Value
Avocados	2022	5,009	4,653	2.402	11,177	Ton	\$3,006.00	\$33,597,000
	2021	4,861	4,496	4.697	21,118	Ton	\$2,735.00	\$57,757,000
Grapes, Wine (All)	2022	47,368	42,264		136,982	Ton		\$261,937,000
	2021	46,507	41,302		166,473	Ton		\$281,517,000
Lemons	2022	2,661	2,262	10.816	24,466	Ton	\$603.00	\$14,753,000
	2021	2,463	2,044	13.253	27,089	Ton	\$686.00	\$18,583,000
Strawberries (All)	2022		4,333		120,951	Ton		\$277,883,000
	2021		4,168		124,969	Ton		\$319,901,000
Fresh	2022			20.588	89,208	Ton	\$2,767.00	\$246,838,000
	2021			22.626	94,305	Ton	\$2,989.00	\$281,878,000
Processed	2022			7.326	31,744	Ton	\$978.00	\$31,045,000
	2021			7.357	30,664	Ton	\$1,240.00	\$38,023,000
Miscellaneous	2022	5,213	4,083					\$36,162,000
	2021	4,826	4,113					\$36,146,000
Total	2022	60,251	57,595					\$624,332,000
	2021	58,657	56,123					\$713,904,000

* Apples, apricots, Asian pears, blueberries, blackberries, English walnuts, feijoas, gooseberries, grapefruit, kiwis, mandarins, navel oranges, olives, passion fruit, peaches, persimmons, pistachios, pomegranates, raspberries, specialty citrus, table grapes, tangerines, Valencia oranges, white sapote





Wine Grape Varietals

Crop	Year	Bearing Acres	Yield/Acre (Tons)	Total Production	Value/Ton	Total Gross Value
Chardonnay	2022	2,673	3.651	9,759	\$1,696.00	\$16,551,000
	2021	2,658	5.141	13,665	\$1,559.00	\$21,303,000
Sauvignon Blanc	2022	981	9.854	9,667	\$1,589.00	\$15,361,000
	2021	967	9.999	9,669	\$1,558.00	\$15,064,000
White Wine (Other)	2022	1,651	2.860	4,722	\$2,464.00	\$11,635,000
	2021	1,531	4.000	6,124	\$2,111.00	\$12,928,000
Cabernet Sauvignon	2022	19,956	3.404	67,930	\$1,825.00	\$123,973,000
	2021	19,344	4.205	81,342	\$1,624.00	\$132,099,000
Merlot	2022	3,133	3.092	9,687	\$1,610.00	\$15,596,000
	2021	3,122	3.858	12,045	\$1,446.00	\$17,417,000
Pinot Noir	2022	2,095	2.838	5,946	\$2,107.00	\$12,527,000
	2021	2,124	3.340	7,094	\$2,210.00	\$15,678,000
Syrah	2022	2,591	2.669	6,915	\$2,378.00	\$16,445,000
	2021	2,575	3.534	9,100	\$2,161.00	\$19,665,000
Zinfandel	2022	2,017	2.133	4,302	\$2,082.00	\$8,957,000
	2021	2,050	2.719	5,574	\$1,736.00	\$9,676,000
Red Wine (Other)	2022	7,167	2.519	18,054	\$2,265.00	\$40,892,000
	2021	6,931	3.154	21,860	\$1,724.00	\$37,687,000

Commercial Fishing



In 2022, commercial fishing operations working from Morro Bay and Port San Luis landed 92 different species of fish, valued at just over \$3.3 million.

This data was provided by the California Department of Fish and Wildlife Report. (Commercial fishing value represents 2022 data and is not included in overall agricultural values.)

2022 Commercial Fishing Landings

Species	Pounds	Value
Sablefish	357,082	\$605,722
Rockfish, gopher	35,935	\$278,280
Halibut, California	44,493	\$254,481
Cabazon	34,622	\$218,282
Rockfish, brown	27,470	\$189,299
Rockfish, black-and-yellow	21,592	\$172,793
Thornyhead, shortspine	16,285	\$147,134
Rockfish, grass	13,198	\$139,243
Salmon, Chinook	13,893	\$133,519
Crab, red rock	31,993	\$75,189
*Other species	723,123	\$1,116,237
Total	1,319,686	\$3,330,180

**Other species includes 82 species.*

Organic Crops

Top 5 Organic Crops

Rank	Crop	Acreage
1	Field Crops (including pasture and rangeland)	68,132
2	Wine Grapes	6,135
3	Carrots	3,076
4	Nut Crops (excluding almonds)	1,038
5	Seed Crops	712

San Luis Obispo County ranked 13th out of 58 California Counties for the number of organic registrants in 2022.

Ninety-eight growers registered with San Luis Obispo County as their primary county for organic crops and rangeland production.

In addition, twenty-three producers based in other counties registered organic production sites within the county.

Acres Registered Organic

Year	Acres
2022	87,136
2021	87,371
2020	80,413
2019	78,220
2018	73,894



Certified Farmers' Markets

Year-round, these markets offer fresh fruit, vegetables, nuts, meats, cheeses, flowers, and more. 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.

Day	Market	Time	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	1463 East Grand Ave (Smart & Final parking lot)
	Atascadero	15:00 - 18:00	Atascadero Sunken Gardens - East Mall Ave
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	Avila Beach	16:00 - 20:00	Front St Promenade (May - August)
	Cambria	14:30 - 17:30	1000 Main St
	Cayucos	10:00 - 12:30	Ocean Ave & D St (June - August)
Saturday	Arroyo Grande	12:00 - 14:30	214 E Branch St between Short St & Mason St
	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 2023.

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, and Pest Management.

Phytosanitary Certification Program

Country	Certificates
Canada	1,575
Taiwan	298
Japan	120
Belgium	55
Netherlands	42
Mexico	32
French Polynesia	19
United Kingdom	11
Bahamas	8
China	6
Chile	6
New Zealand	5



Local agricultural businesses exporting agricultural commodities must meet pest and disease certification requirements imposed by the importing countries. Staff conduct inspections to ensure that the exported commodities are free from specified pests and diseases. If the commodities meet the importing requirements, the required phytosanitary certificates are issued and accompany each shipment. In 2022, staff inspected and certified 2,132 shipments destined for 18 countries. The twelve countries that local growers exported products to most frequently are listed in the table.



Photo: CDFA



Photo: Adobe stock

Pierce's Disease Control Program

The Pierce's Disease Control Program protects the local agricultural and nursery industries by providing inspection services of incoming plant shipments from areas where known populations of the Glassy-winged Sharpshooter (GWSS), a vector for Pierce's Disease, are well established.

This protection is provided through inspection services provided by department staff and helps ensure San Luis Obispo County remains free from GWSS, a pest detrimental to viticulture. In 2022, there were a total of 3,417 incoming shipments profiled for inspection. A total of 2,489 visits were completed at 469 distinct locations, representing a total of 2,700 shipments physically inspected by staff.

In 2022, there were no live GWSS intercepted, and the county remains GWSS free.

Pest Exclusion

The department's Pest Exclusion Program aims to prevent exotic agricultural pests and diseases from entering the County of San Luis Obispo. In addition, it works to limit the spread of newly discovered pests and diseases within the county. Exotic pests and diseases have the potential to become invasive due to their ability to establish and spread rapidly in new environments. Invasive pests can outcompete native species, disrupt ecosystems, and cause extensive damage to crops, forests, and natural habitats.

Over 16,000 shipments of plant material arrived in San Luis Obispo County at different sites such as parcel delivery facilities, nurseries, farms, and landscape sites. County staff profiled all shipments and physically inspected nearly 11,000 of



them. Through these inspections, 149 actionable pests and diseases were intercepted, resulting in the rejection of the associated plant material for violating state and/or federal quarantines. These interceptions were crucial in preventing potential harm or damage caused by pests and diseases that could otherwise spread into crops grown in the county and into the environment.

Type of Pest Intercepted	# of Rated, Actionable Pests Found
Fungi	58
Eggs/Immature Insects	40
Scale Insects	25
Spider Mites	8
Mealybugs	6
Weeds	3
Slugs	3
Thrips	2
Lepidoptera	1
Whiteflies	1
Lace bugs	1
Unknown	1
Total	149

Noxious/Invasive Weed Control

The department's Invasive Weed Program protects agriculture, sensitive habitats, and native wildlife by controlling noxious and invasive weeds. Roadside treatment programs performed along county roads and rights-of-way enhance safety by improving visibility and clearance, reducing fire risk, and improving access to turnout areas. Treating roadside weeds also reduces potential spread of weeds to new areas by eliminating seeds that can be picked up by tires and carried to new places.

The department helps coordinate the San Luis Obispo County Weed Management Area, a cooperative effort composed of county departments, state agencies, and non-profit groups concerned with

Activity	Amount
Locations Treated	199
Net Acres Treated	190
Gross Acres Treated	926
Gross Acres Removal by Hand	16
Locations Surveyed	156
Net Acres Surveyed	13
Gross Acres Surveyed	3,666

the spread of invasive weeds and the protection of local environments. Throughout 2022, the department worked collaboratively with the County Parks Department to manage noxious weeds in local parks and provide education on weed biology and management to both staff and visitors. This joint effort to control invasive weeds was funded through a

grant from the California Department of Food and Agriculture (CDFA).

Residents and visitors to San Luis Obispo County can help reduce the spread of invasive weeds by cleaning their boots or tires after hiking or biking, looking out for unusual plants, and informing our department if they suspect an invasive plant in our county.

Biological Control

In fall 2022, CDFA staff conducted releases of live *Tamarixia radiata* wasps to suppress local populations of the Asian Citrus Psyllid. Thousands of these tiny, stingless, predatory wasps were released near ACP detection sites in the south county to assist in preventing ACP from becoming established within the county.

Sustainable Agriculture

Pest Detection

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

San Luis Obispo County is host to many varied crops that thrive in the diverse geographic regions and microclimates within the county. Exotic, invasive insects and pathogens threaten agricultural crops, residential gardens, and wildlands. In 2022, 8,959 residences hosted 2,733 specialized insect traps designed to intercept invasive insects.

These residential traps were checked 34,781 times by detection staff. During the 2022 trapping season, Asian Citrus Psyllids (ACP) were found in residential areas in south county which initiated delimitation trapping and eradication efforts. A total of 60 individual ACP were found.

Commercial traps were placed in plant nurseries and croplands throughout the county for the detection of GWSS, Light Brown Apple Moth, and European Grapevine Moth. These 1,355 additional traps were checked 7,362 times throughout the trapping season.

Community participation is a key element to a successful detection program. By allowing traps to be placed on their property, residents help support local agriculture and protect the environment.

Target Pest	Insect Hosts	Traps Placed	Traps Servicings
Asian citrus psyllid	Citrus	1,353	14,559
European Grapevine Moth	Grapes	1,023	3,872
Glassy-winged sharpshooter	Ornamental & Commercial Crops	348	3,739
Mediterranean fruit fly	Fruit Trees	189	3,271
Oriental fruit fly	Fruit Trees	189	3,269
Mexican fruit fly	Fruit Trees	167	5,133
Various Exotic Fruit Flies	Fruits and Vegetables	157	2,020
Spongy moth	Shade Trees	138	787
Japanese beetle	Turf and Flowers	130	751
Invasive Shothole Borers	Many tree species including avocados	105	1,151
Melon fruit fly	Vegetable Gardens & fruit trees	99	1,748
Light brown apple moth	Ornamental & Commercial Crops	72	767
European Corn Borer	Corn and Sorghum	70	669
False Codling Moth	Orchard & Field Crops	21	215
Khapra Beetle	Stored grains	19	19
Brown Marmorated Stink Bug	Ornamental & Commercial Crops	7	151
High Hazard	Parks	1	22
Total		4,088	42,143

Anyone interested in hosting insect traps is asked to scan the QR code or go to <https://forms.office.com/g/yCN1V10rra> to fill out an online "Permission to Trap in My Yard" form or contact the County Agricultural Commissioner's office at 805-781-5910.



Weights & Measures

The Department of Agriculture/Weights and Measures provides consumer protection services for activities involving commercial transactions whose method of sale is by weight, measure, or count.

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 points of sale, weighmaster audit inspections,

and petroleum signs and fuel quality inspections.

Weights and measures inspectors completed a total of 16,830 inspections in all program areas while maintaining a 24-hour response time of 97.7% to 44 consumer complaints received.

San Luis Obispo County weights and measures officials continue to obtain specialized equipment and training on new technologies and methods of sale as necessary to ensure the department meets annual mandated inspection frequencies for all weighing and measuring devices.



Measuring Device Inspections

Device Type	*Inspections Completed
Water Submeters	4,352
Retail Motor Fuel Dispensers	2,494
Electric Submeters	540
Gas Vapor Submeters	322
Water Vending Machines	233
Vehicle Tank / Wholesale Meters	51
Propane Meters	46
Wire/Rope/Cordage Meters	38
Misc. Measuring Devices	9
Wholesale Meters	6
Taxi Meters	2
Total	8,093

Weighing Device Inspections

Device Type	*Inspections Completed
Retail Computing Scales	689
Platform Scales	338
Counter Scales	109
Vehicle Scales	87
Livestock Scales	70
Hanging Scales	50
Class II, Low Capacity Scales	40
Hopper Scales	19
Monorail/ Meatbeam Scales	7
Crane Scales	6
Animal Scales (Single Head)	4
Total	1,419

Quantity Control Inspections

Price Verification

Retail locations Inspected: 225
 Packages Inspected: 4,342
 Overall Compliance for all Locations: 56%

Packaging & Labeling

Lots Inspected: 145
 # Packages Inspected: 2,293
 Overall Compliance for all Lots: 30%

Petroleum Signs & Labeling

Inspections: 83

Enforcement Actions

Civil Administrative Actions: 34
 Violations Issued: 340

*Overall Commercial Device Compliance Rate: 75.1%
 Includes out of county water submeters

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