

Cattle Ranching in San Luis Obispo County

2005 Annual Report

San Luis Obispo County
Department of Agriculture
Weights & Measures



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Department of Agriculture / Weights and Measures
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Marsha Palmer **Kirk Schram**

Cattle Ranching in San Luis Obispo County



Local ranchers have partnered with the Natural Resources Conservation Service to implement the Environmental Quality Incentives Program (EQIP) with the goal of improving water quality. San Luis Obispo County has approximately 238,660 acres of rangeland currently under contract in the EQIP program.

From the rugged coastal bluffs overlooking our spectacular coastline to the remote and secluded inland grazing lands, cattle abound in San Luis Obispo County. The cattle industry has been a major and important agricultural resource dating back to the early settlement of the territory.

To the hard working ranchers and beef industry laborers, we dedicate this "Cattle Ranching in San Luis Obispo" issue of the San Luis Obispo County Department of Agriculture/Weights & Measures 2005 annual report.

About the Cover...

Cattle images from San Luis Obispo County overlay a backdrop, captured by John Busselle, of fertile soils and lush green rangeland shaded by passing clouds off Turri Road, near Morro Bay.

Special Thanks...

We appreciate the assistance of Kevin Kester, SLOCCA President; Dee Lacey, 2005 Cattleman of the Year; Anna Negranti, First VP of SLOCCW; Dick Nock & Bob Blanchard, CCA Directors; JoAnn Switzer, SLOCCA Sec/Treas & 1976 Cattleman of the Year; Elena Clark, SLOCCW Roping Chair; as well as many others who shared their stories.

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Printing: 

A Note from Robert Lilley

San Luis Obispo County
**Agricultural
Commissioner/Sealer**



Sunset Over Paso photo by Claire Stolver

San Luis Obispo County crop production for calendar year 2005 is estimated at \$596,753,000 in gross "farm gate" value. This figure does not include the economic value associated with processing these agricultural crops or related "agribusiness" activities supporting crop production. The overall value for crop production in 2005 represents an 11% increase over 2004 values.

Wine grapes produced record yields in 2005 resulting in a total value of \$194,370,000 for all varieties. It was a nearly perfect year for growing grapes, with plentiful winter rains and ideal growing conditions from spring through fall. Growers reported ample markets for essentially all of the harvested grapes at prices similar to the 2004 market. The fine wine produced in over 150 wineries in the county represents an additional economic value above the receipts recorded for harvested grapes. (Wine, as a processed product, is not reported in the Annual Crop Report.)

The cow-calf industry enjoyed another strong year producing 89,000 head that sold for an overall value of \$53,071,000. There were very good cattle production conditions and prices reached near record levels.

Vegetables maintained their position as a major commodity with an overall total value of \$175,190,000 for all vegetables produced in the county. Combined nursery production continued above the 100 million dollar mark at \$101,942,000 for 2005. The only major commodities showing significant decline were avocados and head lettuce. Avocados fell off by 81% compared to 2004 due to an April 2004 heat wave that damaged the bloom of the 2005 crop. Lettuce dropped in value by over six million dollars due to the shifting of planted acreage to other vegetable crops.

Our theme this year salutes San Luis Obispo County's historic and valued cattle industry. Beef cattle is one of the few commodities continuously listed as a major crop since the county began reporting crop production in 1928. Please use this Annual Crop Report to learn more about the cattle industry and how it truly represents both a unique life style and an important economic contribution to our county.

Robert Lilley

A Tribute to the Cattlemen's Association and CattleWomen of San Luis Obispo County

Please join us this year as we proudly honor the men and women of the San Luis Obispo County Cattlemen's Association (SLOCCA) and CattleWomen (SLOCCW).

From rocky coastal terraces to the vast arid plains of the Carrisa, the central coast boasts one of the premier cattle ranching areas in the country.

Over the past 75 years the beef cattle industry has remained a thriving contributor to the economic make-up of San Luis Obispo County. We owe the success of cattle ranching to the hard work, loyalty, and dedication of generation after generation of local families, who with great respect and love of the land, have made it their life-long career and passion.

The California Cattlemen's Association (CCA), originally formed in 1917, is a non-profit association representing California's ranchers and beef producers in legislative and regulatory affairs. In May 1944, the SLOCCA was organized and today is the largest in the state with



The popular SLOCCA BBQ is one of the favorite events for local beef promotional activities.

200 members and 50 associate members. The San Luis Obispo County CattleWomen, an auxiliary of CCA, was started in 1952.

The SLOCCA is recognized for its leadership in protecting and advancing the cattle industry. Not only are they active in formulating and promoting

legislation at the state and national level, they are also known as being a very innovative and proactive group. They hold the distinction of initiating the state's first "check-off" program where cattle producers pay \$1 per head sold for research, education, and promotion of the industry. The program was ultimately adopted at the national level in 1985. The CattleWomen compliment the efforts of the SLOCCA by promoting the beef industry through scholarship fundraising and youth education. Through their efforts, "Ag In the Classroom" was established.

SLOCCA has a long history of promoting the cow-calf industry* in San Luis Obispo County. Their many

Association members attend the weekly cattle auctions at the Templeton Livestock Market. The market continues to be a critical component of both the local and regional livestock industry.





Cattlemen and Farmers' Day at the California Mid-State Fair continues to be a day to celebrate the industry.

accomplishments include: the development of water quality and range management plans; participation in state and national leadership roles, including giving rise to a President for the National Cattlemen's Association; electing the first woman as "Cattleman of the Year" in 1976; leadership through participation in the National Animal Identification Program; and, hosting the ever popular SLOCCA BBQ promotional events countywide.

There continues to be several important challenges facing the cattle industry today. These challenges include the continued protection of the cattle industry, keeping beef demand strong, water quality concerns and other



The Beef Mobile, purchased from funds generated through the check-off program, made an appearance at a local event showcasing its promotional slogan "BEEF It's What's For Dinner."

environmental issues, as well as keeping pace with market demands.



Lee Cable's inspirational paintings are displayed at the Cattlemen's Western Art Show and Sale. This annual Paso Robles fundraising event draws artists from across the country.

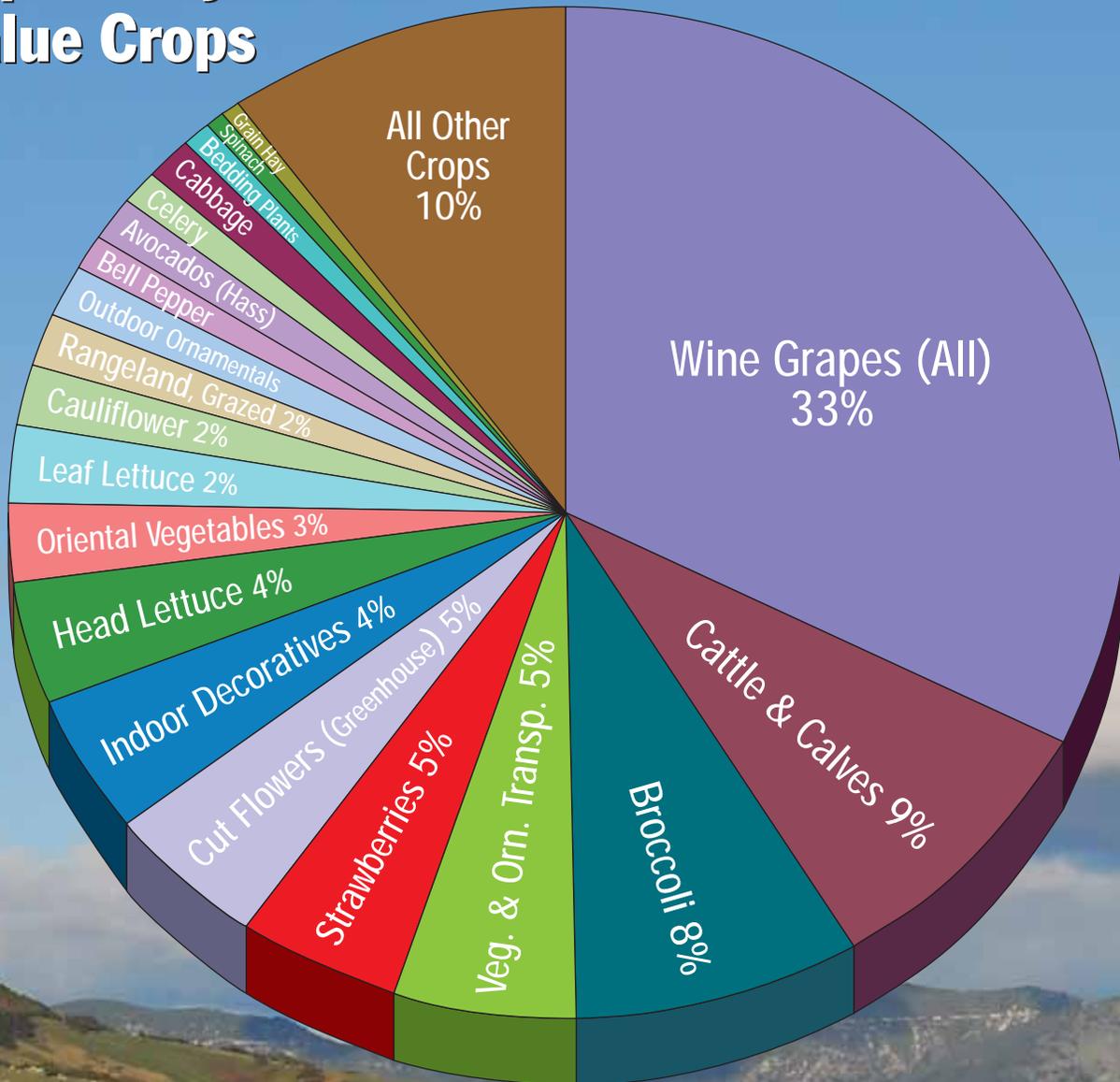
In addition to the economic contribution made by the cattle industry, the cattlemen and cattlemen of San Luis Obispo County are first and foremost stewards of the land, protecting their heritage. They are dedicated to maintaining the well-being of their animals, preserving the health of their land, and keeping a profitable and sustainable industry for future generations to be proud to follow.

The Beef Mobile, purchased from funds generated through the check-off program, made an appearance at a local event showcasing its promotional slogan "BEEF It's What's For Dinner."

San Luis Obispo County Cattlemen's Association 1944 CHARTER MEMBERS

- Arnold, Claude & Tom Biaggini, Ed. Sr.
- Brown, Dean
- Cavanagh, Fred & Sons
- Chimney Rock Ranch
- Cholame Cattle Co.
- Clarke, Co. C.W.
- Cottle, George M.
- Davis, Geo.
- Davies, George
- Erickson, Leo
- Evans, Cecil
- Forsythe, Ronald
- Gates, M.E.
- Goodwin Bros.
- Grant, Fred
- Gray, Robert
- Grayson – Owen Co.
- Hall, Clark
- Hansen Bros.
- Hansen, Iver & Mildred
- Harrinton, Frank
- Hearst Sunical Land etc.
- Houchin – McNeil Farming etc.
- Jack Co., R.E.
- Jack, Howard
- Jackson & Reinert
- Joughin, Andrew
- Kester, Mrs. Emma
- Lewis, George
- Loomis, Ivan
- Lowe, S.J.
- Marre Land & Cattle Co.
- Morgensen, Ed
- Nelson, Wm.
- O'Donnovan Bros.
- Parker, Harry
- Rancho Santa Rita
- Sinton & Brown
- Sinton, Silas Jr.
- Smith, Wm.
- Summers, Roy
- Summers, Howard
- Sumner, S.B.
- Twisselman, Henry
- Twisselman & Martin
- Vollmer, Ernest
- Van Matre, J.S.
- White, George
- Wreden, Bros.
- Wreden, Henry

Top Twenty Value Crops



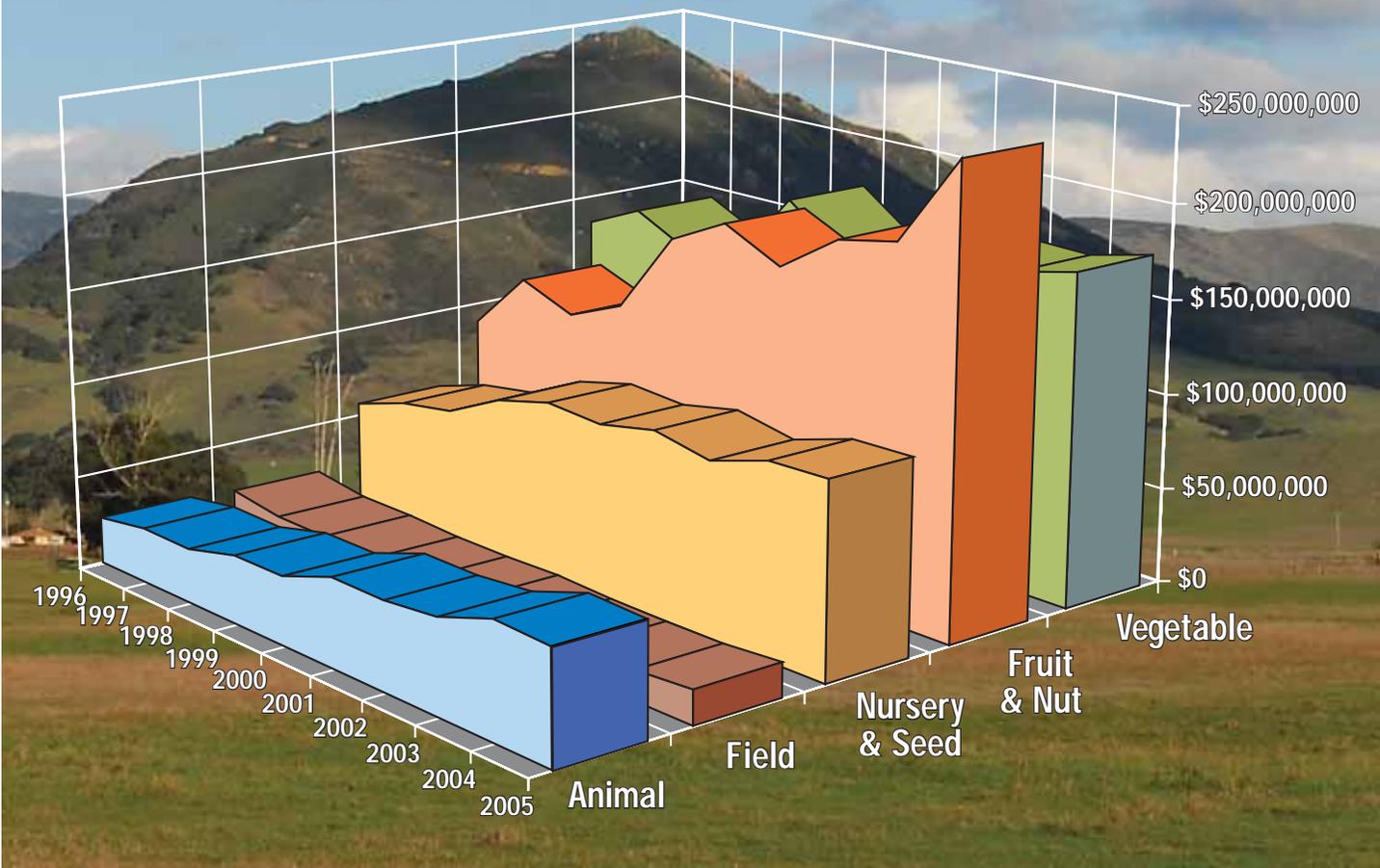
San Luis Obispo County 2005

Commodity	Valuation	Commodity	Valuation
1. Wine Grapes (All)	\$194,373,000	11. Cauliflower	11,949,000
2. Cattle and Calves	53,071,000	12. Rangeland, Grazed	10,250,000
3. Broccoli	50,062,000	13. Outdoor Ornamentals	8,638,000
4. Vegetable & Ornamental Transplants	30,178,000	14. Bell Peppers	7,920,000
5. Strawberries	29,367,000	15. Avocados (Hass)	7,538,000
6. Cut Flowers (Greenhouse)	28,240,000	16. Celery	7,342,000
7. Indoor Decoratives	25,168,000	17. Cabbage	7,296,000
8. Head Lettuce	23,178,000	18. Bedding Plants	5,842,000
9. Oriental Vegetables	15,741,000	19. Spinach	3,532,000
10. Leaf Lettuce	14,755,000	20. Grain Hay	2,606,000

Comparison of Valuation of Major Groups During the Past Ten Years

YEAR	ANIMAL	FIELD	NURSERY & SEED	FRUIT & NUT	VEGETABLE	TOTAL VALUE
1996	24,513,000	22,445,000	55,889,000	88,932,000	134,047,000	\$325,826,000
1997	29,223,000	18,056,000	65,486,000	120,912,000	148,129,000	\$381,806,000
1998	28,665,000	17,614,000	70,296,000	109,351,000	132,895,000	\$358,821,000
1999	36,031,000	16,296,000	85,353,000	122,450,000	135,393,000	\$395,523,000
2000	36,012,000	16,053,000	93,171,000	166,779,000	175,643,000	\$487,658,000
2001	46,517,000	17,025,000	90,908,000	182,415,000	152,531,000	\$489,396,000
2002	46,161,000	15,595,000	97,377,000	167,555,000	156,687,000	\$483,375,000
2003	49,181,000	15,161,500	91,476,000	189,144,000	168,423,000	\$513,385,500
2004	59,620,000	15,342,100	101,156,000	200,674,000*	167,606,000	\$544,398,100*
2005	58,264,000	17,755,000	101,942,000	243,602,000	175,190,000	\$596,753,000

*REVISED



Cattleman Dick Nock

Shares his insight on the 2005 San Luis Obispo Cattle Industry

Many of us became interested in the cattle industry because of Dick Nock's weekly column in the *Telegram-Tribune*. Every Friday we would start the morning by seeing what Dick had to say about the world of cattle. He wrote with such passion and directness that we quickly developed a new appreciation for local cattle, rangeland, and the men and women of the industry. Through Dick's column, we grew to understand the complexities of what it takes to produce beef. We learned about market trends, foreign trade policies, diseases, new technologies, cattle futures, animal genetics, promotional activities, droughts and so much more. While Dick has moved on from writing his column, he

remains the consummate cattleman with a never-ending enthusiasm about the cattle industry. Once again, he generously shares with us some of his observations about the cattle industry during 2005:

This past year has been an excellent year for the cow-calf producer from the standpoint of being profitable. It was a year in San Luis Obispo County, as well as most other areas of California, where forage conditions were excellent. At the same time, the market was excellent and the demand for beef was at an all time high. This combination of events does not happen very often in the beef cattle business. Both 2004 and 2005 were years in which 93-96 percent of the cow-calf producers were profitable.

Cattle prices for the current cattle cycle have probably peaked and the market will likely trend lower into 2006 and through the end of the decade. The years 1996 through 1998 were the buildup phase of the current cattle price cycle. Cattle prices are expected to trend lower towards the cycle lows into 2009 and 2010.

According to *Cattle Fax*, which is the cattle marketing information service of the beef industry, the average cash cost of carrying one cow per year increased by \$36 per head to a total of \$351 on a nationwide basis. The NW region of the US had a total cost of \$397 per head while California had a projected cost of \$349 per head.

The total components included in the cash cost to carry a cow include labor,

vet-medicine, fuel, utilities and feed. The majority of all cattle producers have felt the pinch of increased fuel prices. Fuel costs affect the whole industry because the majority of the calves produced in SLO County go out of state to growing yards and feedlots. For example, the current cost of diesel fuel at \$3.40 per gallon results in about \$3.65 per mile for a livestock truck outbound from California. An average 1,400-mile trip into Nebraska at \$3.65 per mile equals a freight bill of \$5,110. That means \$5,100 divided by a 50,000-pound payload equals about \$10 per hundredweight added to the cost of the original purchase price of the animal. Hence the original cost of a 600-pound steer for a \$1.00 per pound at \$600 would be increased to \$660. This is the highest cost of

transportation in the history of the beef industry.

There is some evidence that producers are coming to grips with what may eventually be a mandatory requirement to identify their livestock. There has been a major effort in SLO County to get producers to obtain their premise ID numbers from the California Department of Food and Agriculture. Templeton Livestock Market has issued over 14,000 RFID electronic ear tags to local cow-calf producers. The major reason is the industry is attempting to source identify, as well as record the birth dates of their calves, on a voluntary basis as opposed to a government mandated program. The primary objective of the Agricultural Marketing Service of USDA is to be

able to identify an animal within a 48-hour period in the event of a disease breakout, such as foot and mouth disease.

As we continue in the build up phase of the cattle inventory cycle, production is forecast to grow more than 3.5 million pounds, which points out how important the export market is. It is imperative that exports grow in the next three years to keep supplies from becoming burdensome. Imports will remain large. PreBSE beef and beef variety meat exports were worth about \$175 per head to the value of fed cattle. If the US fails to recapture lost export market share during the remainder of this decade prices could suffer substantially.

— DICK NOCK

Animal Industry



Old Creek Ranch Cattle Grazing at Pecho Ranch, photos courtesy of Bob Blanchard

Commodity	Year	No. of Head	Production	Unit	Per Unit	Total
Cattle and Calves	2005	89,000	596,300	Cwt	\$89.00	\$53,071,000
	2004	92,000	625,600	Cwt	\$87.00	\$54,427,000
Sheep and Lambs	2005	6,670	7,337	Cwt	114.00	836,000
	2004	6,250	6,161	Cwt	108.00	665,000
Miscellaneous*	2005					4,473,000
	2004					4,528,000
TOTAL	2005					\$58,380,000
Animal Industry	2004					\$59,620,000



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

Fall and winter rains created favorable grazing conditions. The local cattle industry continued to enjoy near-record prices and higher demand. However, 3% less cattle were raised in 2005 compared to 2004 due to rebounding from the 2003/2004 drought conditions during which time many ranchers were forced to sell cattle.

Lamb prices were at historic highs due to increased demand and a reduced supply of imports. This created a 26% increase in value compared to 2004.

Fruit and Nut Crops

Wine grapes continue to hold the top position for value in 2005 with an impressive 47% increase in value over 2004 due to record yield levels of harvested grapes.

Hass avocado production decreased 81% compared to 2004 due to record warm weather in April 2004 which caused blossoms of the 2005 crop to drop off trees.

Apple orchards in the Cuyama region were removed and replaced with carrots and other vegetable crops. This represents a 54% decrease in the total number of acres of apples countywide.



Crop	Year	Acreage		Production		Unit	Per Unit	Total
		Planted	Bearing	Per Acre	Total			
Apples	2005	393	393	4.950	1,945	Ton	\$519.00	\$1,010,000
	2004	860	860	10.060	8,652	Ton	\$259.00	\$2,241,000
Avocados (Hass)	2005	4,450	3,486	1.020	3,556	Ton	2,120.00	7,538,000
	2004	4,401	2,745	5.330	14,631	Ton	1,765.00	25,823,000
Avocados (Other)	2005	210	189	2.770	523	Ton	560.00	293,000
	2004	210	189	2.540	480	Ton	545.00	262,000
Grapes, Wine (All)	2005	35,313	33,690		198,819			194,373,000
	2004 **	34,284	31,913		127,788			132,397,000
Chardonnay	2005		3,950	7.708	30,447	Ton	1,215.00	36,993,000
	2004 ***		3,742	4.647	17,389	Ton	1,278.00	22,223,000
Sauvignon Blanc	2005		938	7.838	7,352	Ton	847.00	6,227,000
	2004 ***		888	5.290	4,698	Ton	918.00	4,312,323
White Wine (Other)	2005		1,427	7.859	11,215	Ton	1,137.00	12,751,000
	2004 ***		1,352	4.928	6,663	Ton	1,176.00	7,835,000
Cabernet Sauvignon	2005		12,058	5.200	62,702	Ton	833.00	52,230,000
	2004		11,421	3.600	41,116	Ton	940.00	38,649,000
Merlot	2005		4,725	7.546	35,655	Ton	960.00	34,229,000
	2004		4,476	5.210	23,320	Ton	1,019.00	23,763,000
Pinot Noir	2005		1,017	3.568	3,629	Ton	2,351.00	8,531,000
	2004		964	2.515	2,424	Ton	2,265.00	5,491,000
Syrah	2005		2,658	4.754	12,636	Ton	1,035.00	13,078,000
	2004		2,518	3.261	8,211	Ton	1,120.00	9,197,000
Zinfandel	2005		2,940	4.979	14,638	Ton	701.00	10,261,000
	2004 ***		2,785	3.765	10,486	Ton	683.00	7,162,000
Red Wine (Other)	2005		3,977	5.166	20,545	Ton	977.00	20,073,000
	2004		3,767	3.579	13,482	Ton	1,021.00	13,765,000
Lemons	2005	1,633	1,469	13.000	19,097	Ton	103.48	1,976,000
	2004	1,643	1,479	14.490	21,431	Ton	208.00	4,458,000
Strawberries	2005	800	800	33.990	27,192	Ton	1,080.00	29,367,000
	2004	800	800	36.080	28,864	Ton	821.00	23,697,000
Valencia Oranges	2005	304	288	12.720	3,663	Ton	124.26	455,000
	2004	304	288	20.580	5,927	Ton	130.96	776,000
English Walnuts	2005	3,107	1,080	0.590	637	Ton	1,505.00	959,000
	2004	3,263	2,709	0.260	704	Ton	1,180.00	831,000
Miscellaneous	2005	2,595	1,692					7,631,000
	2004	2,797	2,097					10,189,000
TOTAL	2005	48,805	43,087					\$243,602,000
Fruit & Nut Crops	2004	48,562	43,080					\$200,674,000

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

** Revised

*** Revised based on 2004 final Grape Crush Report

Vegetable Crops



Plantings of specialty vegetables in northern San Luis Obispo County continue to be a new and emerging seasonal crop, meeting the market demands for “baby” lettuces, spinach and other vegetables. Increased market demand for specialty vegetables has slowly offset the steady reduction in the production of head lettuce, historically a staple crop in SLO County. Plantings of edible pod peas continued to decline as prices dropped due to competition from foreign imports.

Crop	Year	Harvested Acreage	Production Per Acre	Total	Unit	Per Unit	Total
Bell Peppers	2005	891	907.0	808,137	30#	\$9.80	\$7,920,000
	2004	807	1,030.0	831,210	30#	\$13.80	\$11,471,000
Broccoli (All)	2005	11,461	624.0	7,151,664	23#	7.00	50,062,000
	2004	11,971	621.0	7,433,991	23#	7.31	54,342,000
Cabbage	2005	1,245	815.0	1,014,675	45#	7.19	7,296,000
	2004	1,309	704.0	921,536	45#	5.10	4,700,000
Cauliflower	2005	2,512	724.0	1,818,688	25#	6.57	11,949,000
	2004	2,315	687.0	1,590,405	25#	7.19	11,435,000
Celery	2005	1,011	1,097.0	1,109,067	60#	6.62	7,342,000
	2004	805	1,139.0	916,895	60#	6.53	5,987,000
Lettuce, Head	2005	5,400	757.0	4,087,800	50#	5.67	23,178,000
	2004	6,048	773.0	4,675,104	50#	6.30	29,453,000
Lettuce, Leaf	2005	2,727	810.0	2,208,870	25#	6.68	14,755,000
	2004	2,434	740.0	1,801,160	25#	6.25	11,257,000
Oriental Vegetables	2005	2,002	850.0	1,701,700	80#	9.25	15,741,000
	2004	1,363	953.0	1,298,939	80#	7.20	9,352,000
Peas, Edible Pod	2005	604	398.0	240,392	10#	7.51	1,805,000
	2004	1,283	406.0	520,898	10#	8.30	4,323,000
Spinach	2005	833	771.0	642,243	20#	5.50	3,532,000
	2004	791	1,019.0	806,029	20#	6.82	5,497,000
Squash	2005	270	870.0	234,900	30#	5.45	1,280,000
	2004	283	917.0	259,511	30#	7.83	2,032,000
Tomato	2005*						
	2004	49	521.0	25,529	20#	11.63	297,000
Miscellaneous*	2005	6,545					30,330,000
	2004	3,767					17,460,000
TOTAL Vegetable Crops	2005	35,501					\$175,190,000
	2004	33,225					\$167,606,000

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

Nursery Products



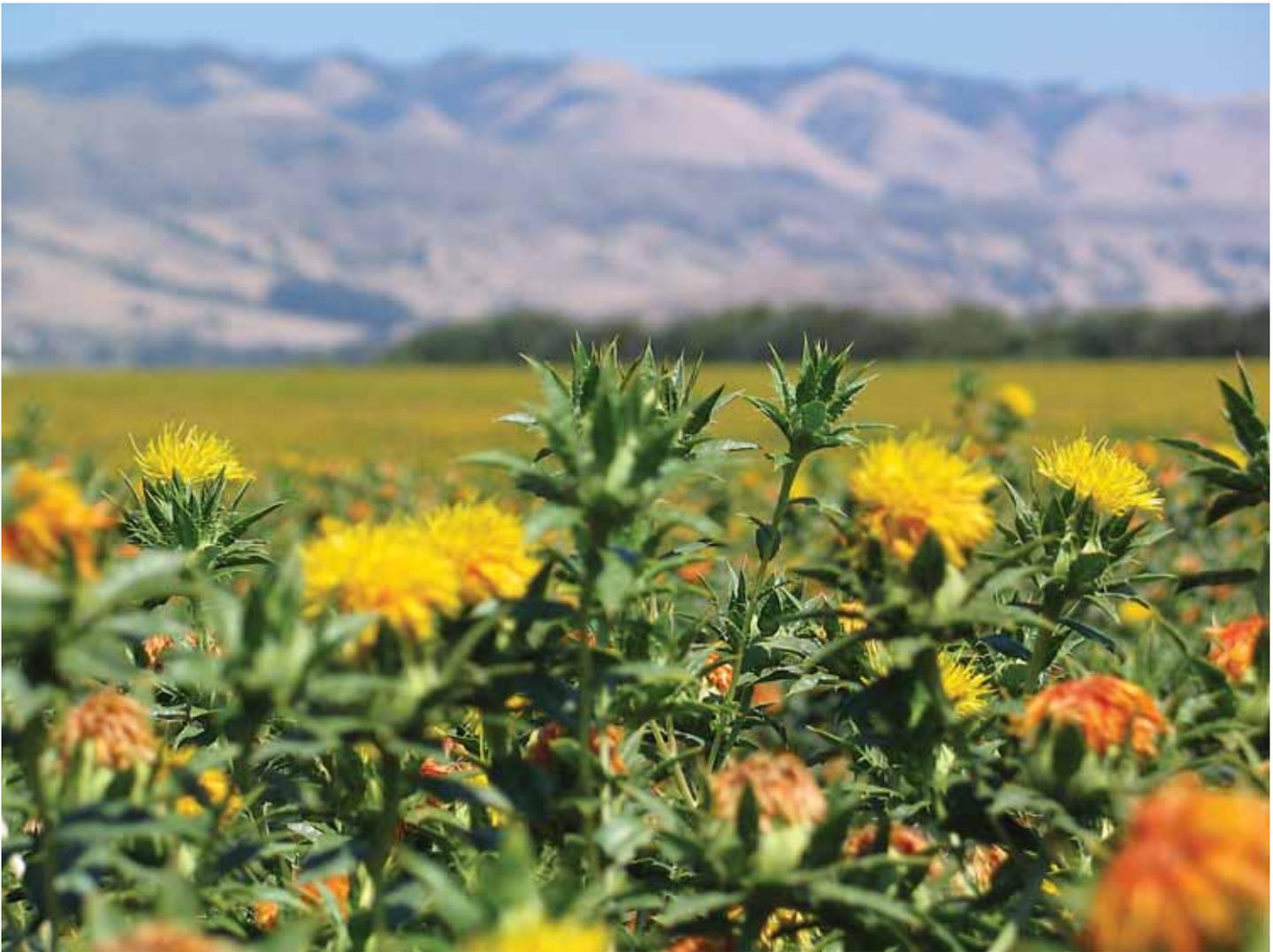
Production space (greenhouses) for growing ornamentals increased due to high demand for rose and miscellaneous ornamental transplants. Overall, prices are slightly down, utility and fuel prices continue to climb, and pressure from foreign competition is increasing, which has kept the local industry struggling to maintain its current market share.

Crop	Year	Field Production (acres)	Greenhouse Production (sq ft)	Value
Bedding Plants, Sod, & Ground Cover	2005	80	86,200	\$5,842,000
	2004	71	89,800	\$7,625,000
Cut Flowers and Greens	2005 [^]	116	2,663,752	28,240,000
	2004 [^]	114	2,809,000	29,450,000
Fruit-Nut Trees & Vines	2005	26	133,492	2,203,000
	2004	23	133,500	2,049,000
Indoor Decoratives	2005		3,059,254	25,168,000
	2004		2,720,000	23,173,000
Outdoor Ornamentals	2005	55	107,400	8,638,000
	2004	50	59,700	6,529,000
Vegetable and Ornamental Transplants [†]	2005	44	1,903,820	30,178,000
	2004	30	1,372,000	30,060,000
Miscellaneous*	2005	1,235	5,719	1,673,000
	2004	1,267	49,200	2,270,000
TOTAL	2005	1,556	7,959,637	\$101,942,000
Nursery Stock	2004	1,555	7,233,200	\$101,156,000

* Aquatic, Bulbs, Cacti, Christmas Trees, Herbs, Propagative plants, Scion wood, Seed, Specialty plants, Succulents

[^] Includes cut flowers grown in greenhouse and field

[†] Category title change only - no change in reporting procedure



Safflower field in San Luis Obispo by Chris Morris

Field Crops

The timing and amounts of fall and winter rains created favorable growing conditions, resulting in high yields. Overall value increased by 18% over 2004. This increase represents production values not seen since 1997. Barley acreage increased by 16% but total production increased by 250% over 2004. Prices for grain stubble increased due to high demand for grazing of sheep and cattle.

Crop	Year	Acreage		Production		Unit	Per Unit	Total
		Planted	Harvested	Per Acre	Total			
Alfalfa Hay	2005	2,500	2,500	7.00	17,500	Ton	\$138.00	\$2,415,000
	2004	2,410	2,410	6.65	16,027	Ton	\$132.00	\$2,115,000
Barley	2005	18,000	16,000	1.20	19,200	Ton	110.00	2,112,000
	2004	15,500	9,800	0.56	5,488	Ton	118.00	648,000
Grain Hay†	2005	11,300	10,300	2.30	23,690	Ton	110.00	2,606,000
	2004	10,300	8,800	1.80	15,840	Ton	110.00	1,742,000
Grain Stubble (Grazed)	2005		26,300			Acre	6.00	158,000
	2004		23,885			Acre	5.00	119,000
Rangeland, Grazed	2005		1,025,000			Acre	10.00	10,250,000
	2004		1,025,000			Acre	10.00	10,250,000
Miscellaneous*	2005	4,235	4,235					514,000
	2004	4,200	4,200					468,100
TOTAL	2005	36,035	1,084,335					\$18,055,000
Field Crops	2003	32,410	1,074,095					\$15,342,100

* Irrigated Pasture, Garbanzo Beans, Oats, Safflower, Sudangrass, Wheat

† Includes winter forage

San Luis Obispo County Department of Agriculture / Weights and Measures Financial Report — Fiscal Year 2004-2005



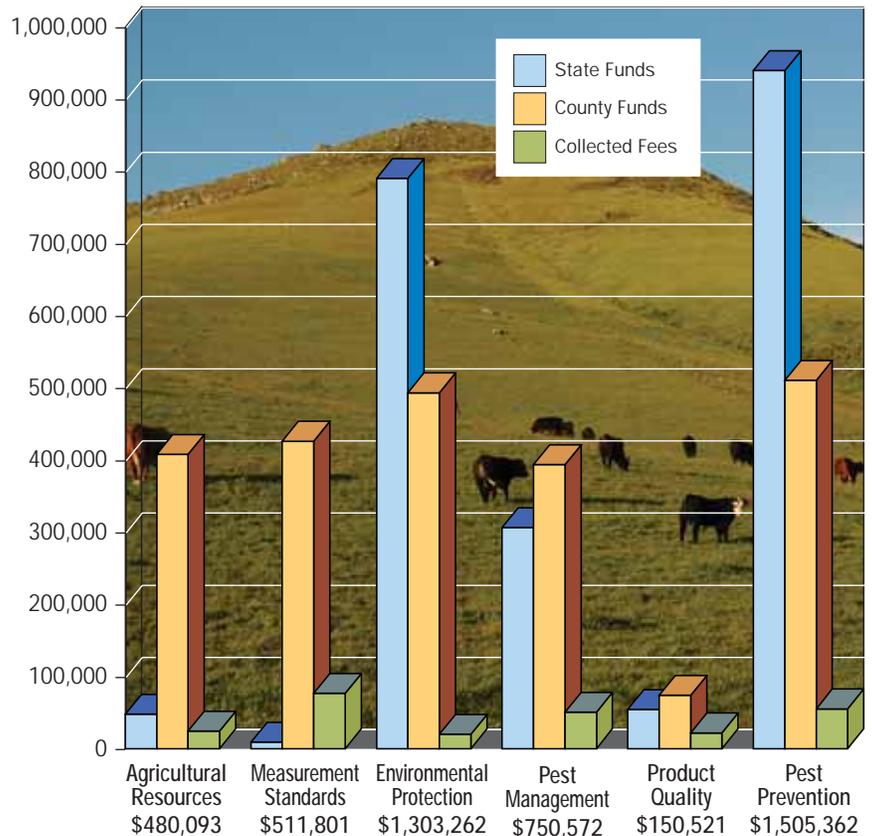
Revenue	\$4,701,611	
General Funds	2,305,256	49%
State Funds	2,147,501	46%
Collected Fees	248,854	5%

Expenditures	\$4,701,611	
Salaries & Benefits	3,665,225	78%
Services & Supplies	741,043	16%
Overhead	295,343	6%
Equipment	0	0%

Funding Sources

\$4,701,611

Agricultural Resources	\$480,093	
State Funds	47,731	10%
County Funds	407,842	85%
Collected Fees	24,520	5%
Measurement Standards	\$511,801	
State Funds	9,095	2%
County Funds	426,044	83%
Collected Fees	76,662	15%
Environmental Protection	\$1,303,262	
State Funds	790,172	61%
County Funds	493,168	38%
Collected Fees	19,922	2%
Pest Management	\$750,572	
State Funds	306,490	41%
County Funds	393,567	52%
Collected Fees	50,515	7%
Product Quality	\$150,521	
State Funds	54,325	36%
County Funds	74,171	49%
Collected Fees	22,025	15%
Pest Prevention	\$1,505,362	
State Funds	939,688	62%
County Funds	510,463	34%
Collected Fees	55,211	4%



Organic Crop Statistics for 2005

In 2005 there was continued increase in organic activity represented by new organic registrations and amendments to existing registrations that added commodities and/or acres. There was a net increase of five organic registrants, and most of the new commodity registrations were for walnut orchards and wine grapes. Other new commodity registrations included cattle, mushrooms and avocados.

The gross value of organic production in 2005 was estimated at \$8,500,585. This is a slight decrease from \$8,632,576 in 2004. This decrease in value may reflect increasing competition as more acres are farmed organically in California. The total registered organic

acres in 2005 were 4,493, an increase of 1,546 acres from 2004. The newly registered acres include a 100% grass-fed cattle ranch, and young vines that are not yet producing. San Luis Obispo County had

approximately 61 registered organic producers in 2005. This figure does not include producers who are registered in other counties, but have production locations in San Luis Obispo County.

