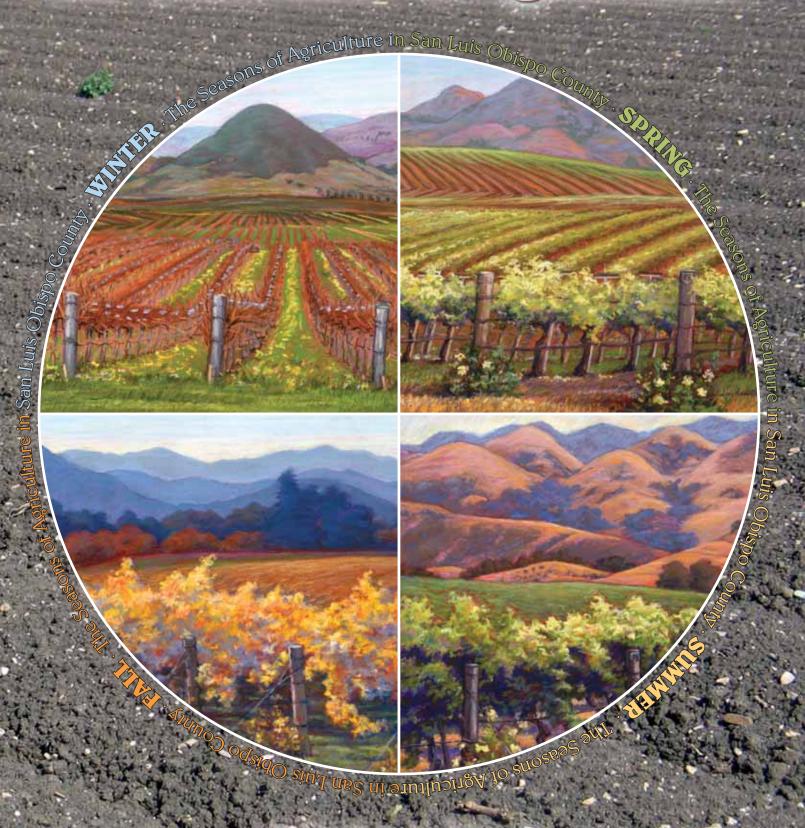
The Seasons of Agriculture



2004 Annual Report

San Luis Obispo County Department of Agriculture / Weights & Measures

San Luis Obispo County Department of Agriculture Weights and Measures

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Calendar Year Contributions

Shelley Shaul Bailey Smith

John Warrick

The Seasons of Agriculture



Although San Luis Obispo County generally enjoys a temperate coastal climate, the seasons reveal themselves in nature's grand scheme sometimes subtly, and, in other areas of our vast landscape, more obviously. To those who work the land season-to-season, we dedicate "The Seasons of Agriculture" annual report.

About the Cover...

The beautiful artwork featured on the cover and throughout this publication was created by Dotty Hawthorne. Her renderings skillfully capture each of the four seasons from a vantage point in the Edna Valley, where Chardonnay grape vineyards reveal the everchanging seasons in a spectrum of colors and textures. For details about Dotty's "Edna Valley Vista" paintings and more artwork of Dotty Hawthorne, please visit her website at www.dottyhawthorne.com.

Artist Comments...

"As a native of the Midwest, I grew up with the traditional seasonal colors of winter white, pastel spring, deep green summers and autumn with its colorful golds and yellows. It has been fascinating to go from thinking there was little seasonal variation to seeing the subtle but distinct seasonal changes of the Central Coast. These changes are particularly evident as I paint the beautiful vineyards and fields of this area. The contrasts between developing fields with the changing colors of the background hills make fascinating subject matter as I explore and paint our unique landscape."

Dotty Hawthorne

Cover Artwork: Edna Valley Vista paintings by Dotty Hawthorne

Project Manager: Lynda Auchinachie
Photography: Chris Morris

Design and Layout:



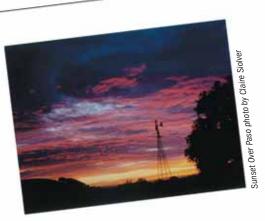
Printing:

Creative Collaborator: Judy Groat



A Note from Robert Lilley

San Luis Obispo County Agricultural Commissioner/Sealer



San Luis Obispo County crop production for 2004 continued to increase in overall value from previous years due to expanding receipts from the animal, fruit and nut and nursery production categories. Economic values recorded in this report are farmgate or wholesale prices paid to local producers for their crops. This report does not attempt to show profit from agricultural production or place a value on processed products, such as wine produced from our county's numerous wineries.

Significant increases in value occurred in cattle and calves, avocados, bell peppers, and cut flowers, while reductions occurred in apples, strawberries and vegetable crops. Wine grape values increased modestly and appear to be rebounding from statewide overproduction

Overall, increases outpaced reductions for a total estimated value of the County's during the last few years. agricultural production of \$539,436,000 for 2004.

This year's theme, "The Seasons of Agriculture," portrays the seasonal changes in San Luis Obispo County's diversified agricultural production and highlights the numerous events and opportunities that celebrate the agricultural seasons. Locals and visitors alike continue to flock to the many popular events that showcase our wine grape, fruit production, and expanding wholesale nursery industries, and to purchase crops directly from the growers at our seventeen farmers' markets throughout the county. Please enjoy the photographs and information depicting the local seasons of agriculture. As you can see, San Luis Obispo County agriculture, tourism, and sales opportunities merge to provide an abundant contribution to the local economy and our quality of life.

I would like to thank our hard working staff and our entire agricultural industry for their valuable input in the production of this report.

Robert Sille



Greetings, from The Orchid House



ome on in and meet Patti Powell James, co-owner with her brother Michael Powell (not pictured) of The Orchid House, a thriving commercial orchid nursery nestled in Los Osos, and home to the Powell family for over 47 years.

Their father, Norris Powell, and his wife, Betty, moved their orchid nursery business from southern California in 1958 to a nearly 100 acre piece of land in Los Osos that Norris had purchased a few years before. Here the Powell family became the first business of its kind in San Luis Obispo County.

Beginning in the 1970s Norris traveled all over the world trading and collecting plants. His expertise in orchid propagation grew directly from his enthusiasm and passion for orchids. He developed hybrids and was the pioneer of the *Paphiopedilum*, a genus of orchids also called Lady Slipper, now widely

grown in greenhouses by orchid fanciers. Patti (pictured above) is holding a magnificent mahogany Paphiopedilum known as Ryan Thomas variety 'Michelle' named after her grandson, Ryan, and daughter, Michelle. The Powells have developed many other orchid hybrids, some also named after family

members. Each new variety is officially registered with the Royal Horticultural Society in England.

Norris' dedication and joy in his work was clearly evident by the fact that he worked daily until the age of 94. Since her father's passing earlier this year, at the age of 97, Patti's determination and drive, characteristics passed down from her parents, have enabled her to continue the hectic job of running the family's

parents, have enabled her to continue the hectic job of running the family's 5-acre greenhouse, a business that shows and ships plants all over the world. February through April is their busiest time of year during the orchid show season. They have traveled as far away as Japan to show their orchids.

When asked what she attributed her father's business success to, Patti replied, "he was a good talker, a great sales person, and had a passion for the business." Betty, his wife of 63 years, who passed away in 2001, handled the secretarial duties. It was their teamwork that built and sustained their successful business for nearly half a century.

The near future holds retirement plans for Patti so that she can spend more time with her grandchildren Ryan and Julia.

The agricultural community applauds the Powell family for their loyalty and sends best wishes for a bright future.



The Seasons of Agriculture

AVE YOU EVER HEARD THE COMMENT THAT COASTAL CALIFORNIA DOES NOT

HAVE DISTINCT SEASONS? In San Luis Obispo County the changing scenery of our local agriculture defines our seasons in many ways.

Spring arrives with bright yellow-green budding vineyards, deep golden grain fields ready for harvest, and a dramatic display of pink and white blossoms of fruit and nut trees, while fields of deep red strawberries and lush green, purple and red vegetables grow right into summer. The transition to fall is characterized by the red and yellow colors of post-harvest vineyards, the arrival of newborn calves sprinkled across golden hillsides and bright orange pumpkins lined-up in fields. Winter provides the contrast of dormant vineyards and trees with brilliant green rangeland.

Within local greenhouses, seasonal signals are everywhere. Brilliant, multi-colored poinsettia plants for Christmas, deep red roses for Valentine's Day and Mother's Day, pure white Easter Lilies for Easter and springtime decoration, and orange, gold and bronze chrysanthemum plants for Thanksgiving all enhance our holiday celebrations. In adjacent fields, local



nurseries grow seasonally colorful plants for our own landscapes.

This changing scenery provides a daily reminder of the abundance of fresh products grown in San Luis Obispo County.

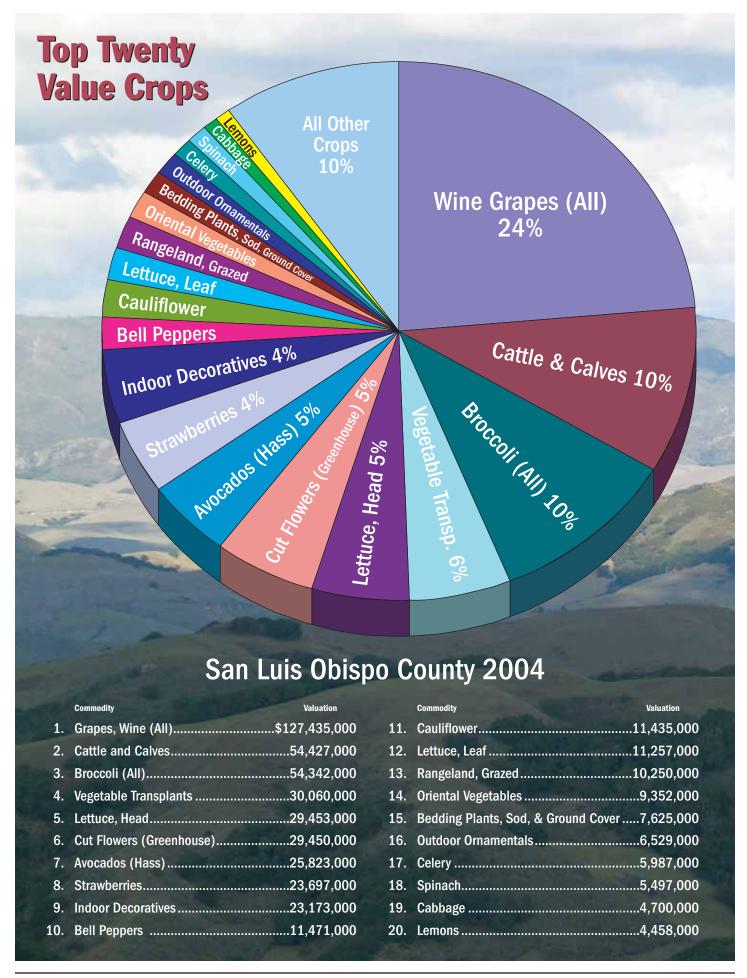
As a community we have ample opportunity to celebrate these seasons by gathering for events recognizing our agricultural heritage and accomplishments. Annual events are located throughout the county and include the long-standing California Mid-State Fair, as well as the popular Paso Robles Wine Festival, the Central Coast Greenhouse Growers' Annual Open House, Arroyo Grande's

Strawberry and Harvest Festivals, the yearold Paso Olive Festival, and many others. In addition to the annual events, locals and visitors alike partake in seasonal rituals such as visiting their favorite berry fields for fresh picked berries or See Canyon for crisp apples and cider.

Local Farmers' Markets provide year-round opportunities to discover what's new and in season and a chance to meet the hardworking producers.

The following pages include this year's agricultural vital statistics, interspersed with reflections of the ways in which our communities celebrate the abundance and variety of products grown in San Luis Obispo County throughout the seasons.

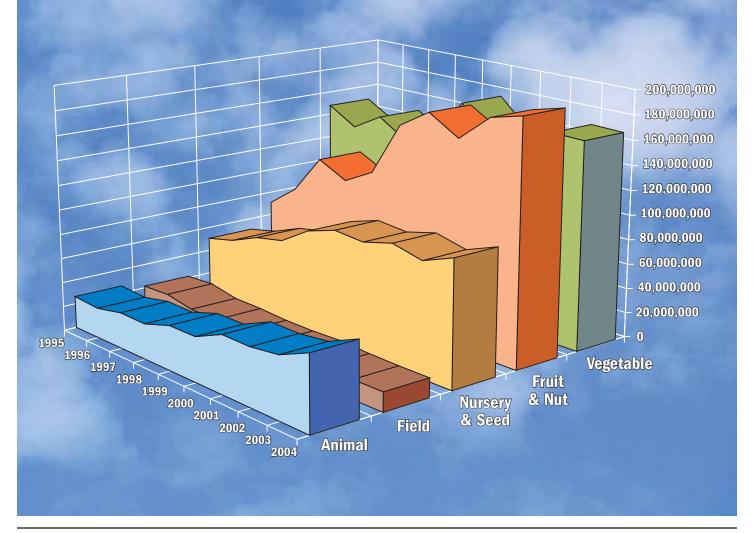
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Comparison of Valuation of Major Groups During the Past Ten Years

YEAR	ANIMAL	FIELD	NURSERY & SEED	FRUIT & NUT	VEGETABLE	TOTAL
1995	26,188,000	21,340,000	50,534,000	70,975,000	147,771,000	316,808,000
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	195,712,000	167,606,000	539,436,100

*REVISED



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The Seasons

Celebrating Agriculture Throughout the Seasons in San Luis Obispo County

Harvest celebrations date back to the dawn of mankind's agricultural history. Today, the bounty of each season is embraced locally through a variety of activities and events. Whether held to promote the commodity, or bring more visitors to our county, these annual activities are a cause for

each community to celebrate and enjoy the fruits of agriculturalists' labors.



Paso Robles
Harvest
Wine Tour

The Great

Apple

Pumpkin P

San Luis Obispo Vintners & Growers Assocication

Wine Harvest Celebration

Central Coast Greenhouse Growers Association

entral Open House oast Paso Robles

Orchid Farm & Ranch Expo

Strawberry Festiva

Paso Robles

Wine Festival

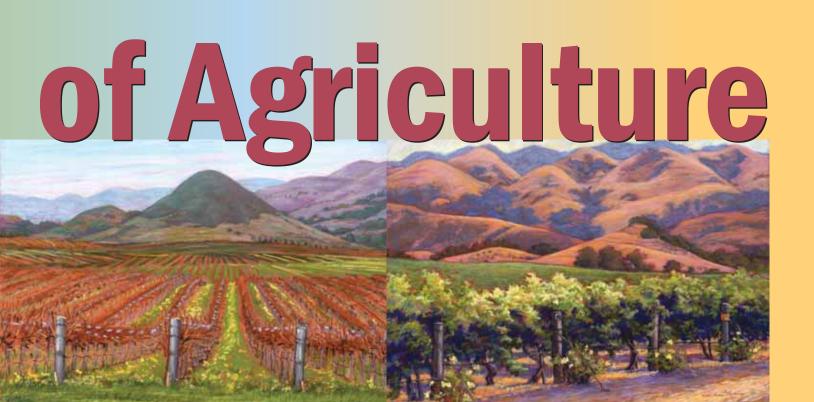
> Farmers MARKETS

California Ag Day









Ag Awareness Tour

Avocado

























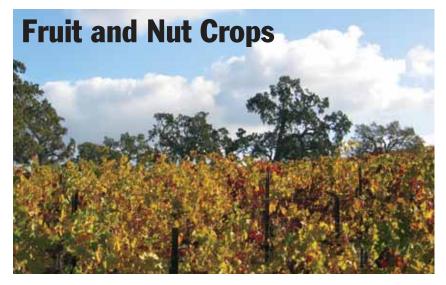
Commodity	Year	No. of Head	Production	Unit	Per Unit	Total
Cattle and Calves	2004 2003	92,000 85,000	625,600 552,500	Cwt Cwt	87.00 81.00	\$54,427,000 \$44,753,000
Milk*	2004 2003		31,150	Cwt	13.00	405,000
Sheep and Lambs	2004 2003	6,250 5,800	6,161 5,940	Cwt Cwt	108.00 105.00	665,000 624,000
Miscellaneous*	2004 2003					4,528,000 3,399,000
TOTAL Animal Industry	2004 2003					\$59,620,000 \$49,181,000

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

Despite drought conditions throughout the county, the cattle industry continued to increase the number of head of cattle sold and fetched near-record prices.

Sheep production also remains strong, with slight increases in production and prices.





The vineyard industry remains strong, with a slight increase in production coming from vines planted in 2000-2001 that are now bearing fruit.

Apple production continues to decline, due to existing trees being replaced by stone fruit.

Avocado yields were heavy with moderate prices.

		Acı	eage	Pro	duction			
Стор	Year	Planted	Bearing	Per Acre	Total	Unit	Per Unit	Total
Apples	2004 2003	860 1483	860 1,334	10.060 8.800	8,652 11,739	Ton Ton	\$259.00 \$594.00	\$2,241,000 \$6,973,000
Avocados (Hass)	2004 2003	4401 4144	2,745 2,196	5.330 3.000	14,631 6,588	Ton Ton	1,765.00 2,460.00	25,823,000 16,206,000
Avocados (Other)	2004 2003	210 210	189 189	2.540 1.910	480 361	Ton Ton	545.00 331.00	262,000 119,000
Grapes, Wine (All)	2004 2003	34,199 34,199	31,913 29,626		127,788 115,188			127,435,000 123,454,000
Chardonnay	2004 2003		3,742 3,705	4.647 4.630	17,389 17,154	Ton Ton	1,073.00 1,115.00	18,658,000 19,127,000
Sauvignon Blanc	2004 2003		888 888	5.290 5.620	4,698 4,991	Ton Ton	854.00 843.00	4,012,000 4,207,000
White Wine (Other)	2004 2003		1,352 1,255	4.928 5.140	6,663 6,451	Ton Ton	898.00 887.00	5,983,000 5,722,000
Cabernet Sauvignon	2004 2003		11,421 10,472	3.600 3.670	41,116 38,432	Ton Ton	940.00 1,077.00	38,649,000 41,392,000
Merlot	2004 2003		4,476 4,156	5.210 4.200	23,320 17,455	Ton Ton	1,019.00 1,127.00	23,763,000 19,672,000
Pinot Noir	2004 2003		964 895	2.515 1.560	2,424 1,396	Ton Ton	2,265.00 2,534.00	5,491,000 3,538,000
Syrah	2004 2003		2,518 2,338	3.261 3.270	8,211 7,645	Ton Ton	1,120.00 1,191.00	9,197,000 9,106,000
Zinfandel	2004 2003		2,785 2,586	3.765 3.940	10,486 10,189	Ton Ton	755.00 785.00	7,917,000 7,998,000
Red Wine (Other)	2004 2003		3,767 3,331	3.579 3.445	13,482 11,475	Ton Ton	1,021.00 1,106.00	13,765,000 12,692,000
Lemons	2004 2003	1643 1643	1,479 1,405	14.490 14.370	21,431 20,190	Ton Ton	208.00 225.55	4,458,000 4,554,000
Strawberries	2004 2003 **	800 775	800 775	36.080 37.460	28,864 29,032	Ton Ton	821.00 1,017.16	23,697,000 29,530,000
Valencia Oranges	2004 2003	304 361	288 288	20.580 10.400	5,927 2,995	Ton Ton	130.96 100.09	776,000 300,000
English Walnuts	2004 2003	3263 3281	2,709 2,727	0.260 0.280	704 764	Ton Ton	1,180.00 479.00	831,000 366,000
Miscellaneous*	2004 2003	2797 3003	2,097 3,003					10,189,000 7,642,000
TOTAL Fruit & Nut Crops	2004 2003 **	48,477 49,099	43,080 41,543					\$195,712,000 \$189,144,000

^{*} Almonds, Apricots, Asian Pears, Black Walnuts, Bushberries, Cherries, Feijoas, Grapefruit, Horned Melons, Kiwis, Limes, Navel Oranges, Nectarines, Olives, Peaches, Pears, Pepinos, Persimmons, Pistachios, Pomegranates, Quince, Table Grapes, Tangelos

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^{**} Revised



Plantings of specialty vegetable crops in northern San Luis Obispo County have become a new and emerging seasonal crop, meeting the market demands for "baby" leaf lettuces and spinach. Bell pepper growers reaped near-record prices. Production of edible pod peas continued to decline in planted acreage and values due to competition from foreign sources. Record-breaking high temperatures in April reduced yields of many vegetable crops.

Стор	Year	Harvested Acreage	Production Per Acre	Total	Unit	Per Unit	Total
Bell Peppers	2004	807	1,030.0	831,210	30#	13.80	\$11,471,000
	2003	837	1,041.0	871,317	30#	5.40	\$4,705,000
Broccoli (All)	2004	11,971	621.0	7,433,991	23#	7.31	54,342,000
	2003	10,906	624.0	6,805,344	23#	7.02	47,774,000
Cabbage	2004	1,309	704.0	921,536	45#	5.10	4,700,000
	2003	1,174	711.0	834,714	45#	5.83	4,866,000
Cauliflower	2004	2,315	687.0	1,590,405	25#	7.19	11,435,000
	2003	2,712	730.0	1,979,760	25#	7.71	15,264,000
Celery	2004	805	1,139.0	916,895	60#	6.53	5,987,000
	2003	1,110	1,143.0	1,268,730	60#	6.79	8,615,000
Lettuce, Head	2004	6,048	773.0	4,675,104	50#	6.30	29,453,000
	2003	6,539	673.0	4,400,747	50#	8.38	36,878,000
Lettuce, Leaf	2004	2,434	740.0	1,801,160	25#	6.25	11,257,000
	2003	1,735	698.0	1,211,030	25#	7.83	9,482,000
Oriental Vegetables	2004	1,363	953.0	1,298,939	80#	7.20	9,352,000
	2003	1,938	654.0	1,267,452	80#	9.46	11,990,000
Peas, Edible Pod	2004	1,283	406.0	520,898	10#	8.30	4,323,000
	2003	1,883	614.0	1,156,162	10#	7.68	8,879,000
Spinach	2004	791	1,019.0	806,029	20#	6.82	5,497,000
	2003	373	805.0	300,265	20#	6.38	1,916,000
Squash	2004	283	917.0	259,511	30#	7.83	2,032,000
	2003	260	867.0	225,420	30#	5.73	1,292,000
Tomato	2004	49	521.0	25,529	20#	11.63	297,000
	2003	33	2,125.0	70,125	20#	15.83	1,110,000
Miscellaneous*	2004 2003	3,767 3,377					17,460,000 15,652,000
TOTAL Vegetable Crops	2004 2003	33,225 32,877					\$167,606,000 \$168,423,000

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



Nursery Products

Cut flower growers have found new, innovative ways to market their crops, increasing the value significantly. Seed production, mainly flower and vegetable seed, has increased, boosting the planted acreage in the "miscellaneous" category.

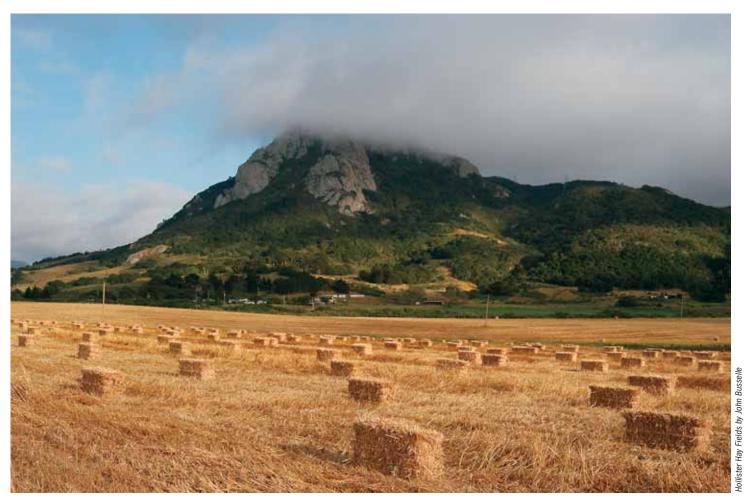
Стор	Year	Field Production (acres)	Greenhouse Production (sq ft)	Value
Bedding Plants, Sod, & Ground Cover	2004	71	89,800	\$7,625,000
	2003	84	74,600	\$8,412,000
Cut Flowers and Greens	2004†	114	2,809,000	29,450,000
	2003†	113	2,500,000	21,840,000
Fruit-Nut Trees & Vines	2004	23	133,500	2,049,000
	2003**	21	154,500	2,428,000
Indoor Decoratives	2004 2003		2,720,000 2,694,609	23,173,000 22,973,000
Outdoor Ornamentals	2004	50	59,700	6,529,000
	2003	44	39,000	5,338,000
Vegetable Transplants	2004	30	1,372,000	30,060,000
	2003	25	1,653,095	28,251,000
Miscellaneous	2004	1267	49,200	2,270,000
	2003	937	47,306	2,234,000
TOTAL	2004	1,555	7,233,200	\$101,156,000
Nursery Stock	2003**	1,224	7,163,110	\$91,476,000

 $^{* \ \}mathsf{Bulbs}, \mathsf{Cacti}, \mathsf{Christmas} \ \mathsf{Trees}, \mathsf{Herbs}, \mathsf{Propagative} \ \mathsf{plants}, \mathsf{Scion} \ \mathsf{wood}, \mathsf{Seed}, \mathsf{Specialty} \ \mathsf{plants}, \mathsf{Succulents}$

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[†] Includes cut flowers grown in greenhouse and field

^{**} Revised



Field Crops

Although the values of most field crops increased in 2004, a shortage of rainfall during critical times caused an overall decrease in production. Alfalfa hay growers enjoyed higher than normal prices, while safflower production continued to decline due to foreign competition of safflower oil. Rangeland was in demand due to increased numbers of cattle, but was also scarce due to drought conditions throughout the county. This resulted in higher rents and higher values.

		ı	\creage	Produ	ıction			
Crop	Year	Planted	Harvested	Per Acre	Total	Unit	Per Unit	Total
Alfalfa Hay	2004 2003	2,410 2,460	2,410 2,460	6.65 6.62	16,027 16,285	Ton Ton	\$132.00 115.00	\$2,115,000 \$1,873,000
Barley	2004 2003	15,500 18,600	9,800 17,000	0.56 1.00	5,488 17,000	Ton Ton	118.00 113.00	648,000 1,921,000
Grain Hay†	2004 2003	10,300 12,800	8,800 11,000	1.80 2.70	15,840 29,700	Ton Ton	110.00 80.00	1,742,000 2,376,000
Grain Stubble (Grazed)	2004 2003		23,885 35,000			Acre Acre	5.00 5.00	119,000 175,000
Rangeland, Grazed	2004 2003		1,025,000 1,030,000			Acre Acre	10.00 8.00	10,250,000 8,240,000
Safflower	2004* 2003	1,300	1,300	0.40	520	Ton	300.00	156,000
Miscellaneous*	2004 2003	4200 4700	4,200 4,300					468,100 420,500
TOTAL Field Crops	2004 2003	32,410 39,860	1,074,095 1,101,060					\$15,342,100 \$15,161,500

^{*} Irrigated Pasture, Garbanzo Beans, Oats, Sudangrass, Wheat, Safflower

[†] Includes winter forage

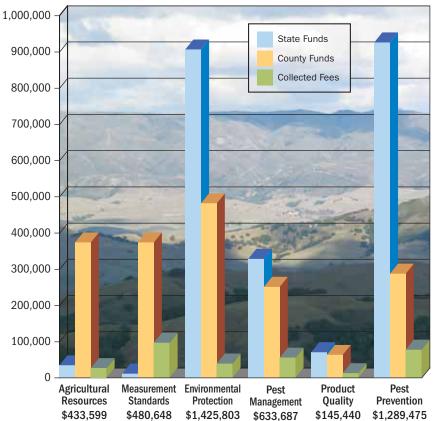
San Luis Obispo County Department of Agriculture Financial Report, Fiscal Year 2003-2004

Revenue	\$4,408,652	
General Funds	1,364,236	31.0%
State Funds	2,274,237	51.6%
Collected Fees	306,184	6.9%
Overhead	463,995	10.5%



Expenditures	\$4,408,652	
Salaries And Benefits	3,440,115	78.0%
Services & Supplies	504,542	11.4%
Overhead	463,995	10.5%
Equipment	0	0.0%

Funding Sources	\$4,4	108,652
Agricultural Resources	\$433,599	
State Funds	34,040	8%
County Funds	373,031	86%
Collected Fees	26,528	6%
Measurement Standards	\$480,648	
State Funds	10,891	2%
County Funds	373,400	78%
Collected Fees	96,357	20%
Environmental Protection	\$1,425,803	
State Funds	905,804	63%
County Funds	481,292	34%
Collected Fees	38,707	3%
Pest Management	\$633,687	
State Funds	327,891	52%
County Funds	250,652	40%
Collected Fees	55,144	8%
Product Quality	\$145,440	
State Funds	70,246	48%
County Funds	62,908	43%
Collected Fees	12,286	9%
Pest Prevention	\$1,289,475	
State Funds	925,366	72%
County Funds	286,948	22%
Collected Fees	77,161	6%



Organic Crop Statistics for 2004

In 2004 there was a significant increase in the organic farming activity around the county. Grower registrations increased, organically farmed acreage increased, and many growers added new organic commodities to their production including lambs, avocados and blueberries. Eight new registrations represented a 16 percent increase in the number of organic registrants. During the year, the county's newly registered organic producers grew commodities that included apples, persimmons, citrus, walnuts, broccoli, carrots, cauliflower, garbanzo beans, lettuce, potatoes, spinach, and wine grapes.

The acres of organic wine grapes increased by 439 acres from 129 acres in 2003 to 568 acres in 2004. A new trend is the production of baby spinach and lettuce mix in the Paso Robles area. In the past, the majority of crops registered as organic in

the north county were almonds, wine and table grapes, pistachios, miscellaneous vegetables, deciduous fruits, and walnuts.

The gross value of organic production in 2004 was



ORGANIC

*This represents a change in the method of collecting data from 2003.

retail stores that subpackage bulk organic products) in 2004.

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