



**2018**  
***Agricultural  
Production Report***  
***County of Santa Barbara***



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Weights & Measures ■ County of Santa Barbara



Cathleen M. Fisher  
Commissioner/Director

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The Honorable Board of Supervisors, County of Santa Barbara  
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**Peter Adam**, Fourth District  
**Steve Lavagnino**, Chair, Fifth District

**Mona Miyasato**, County Executive Officer

In accordance with the provisions of Sections 2272 and 2279 of the California Food and Agricultural Code, I am pleased to submit the 2018 Santa Barbara County Crop Report. This report summarizes the acreage, production and gross value of Santa Barbara County's agricultural commodities.

Agriculture remains Santa Barbara County's economic leader. In 2018, Santa Barbara County farms and ranches grossed \$1,521,520,492, a decrease of 4.9 percent or \$74,961,948 when compared with the previous year.

This crop report reveals in tables and charts the gross production of Santa Barbara County's farmers and ranchers. They produce an astonishing array of products and achieve the highest standards in quality and environmental stewardship.

Farming and ranching can be a tough business, but these are still exciting times for agriculture! As we move further into the 21st century, we see a worldwide demand for food, flowers and fiber that is growing rapidly. We also see a corresponding demand for Santa Barbara County-grown products that will bring tremendous opportunity for producers able to maintain sustainability in the face of challenging circumstances.

Santa Barbara County agriculture has an inspiring story of innovation and resiliency. As we move forward, it's important to share this story and remember that we're all in this together as we work to safeguard for future generations what our forebears have provided for us—our Santa Barbara way of life.

The annual Santa Barbara County Crop Report is the result of a joint effort among department staff who collect, analyze and publish this important data. I also wish to express my sincere thanks to our farmers and ranchers and industry representatives, without whose assistance this report would not be possible. As always, we are committed to continued success for Santa Barbara County agriculture.

Respectfully submitted,

Cathleen M. Fisher  
Agricultural Commissioner /  
Director Weights and Measures

# 2018 — A Year of Extreme Weather & Events

In December 2017 and January 2018, the Thomas Fire burned 281,893 acres in Ventura and Santa Barbara counties. Orchards, nursery products, cut flowers and vegetable crops on the South Coast were affected. On January 9, the impacts to the local watershed became evident when significant rainfall— .5 inches—fell in a five-minute period, triggering debris flows and flash floods that tragically took 21 lives and destroyed structures in Santa Barbara County.

Growers hit by the Thomas Fire also suffered from the debris flows. Growers experienced loss of perishable goods from the nearly two-week closure of U.S. 101 that shut down commerce and prevented workers from accessing fields.

Despite the heavy rain at the beginning of the year, 2018 was one of the driest years on record and the seventh year of the 2012–2018 drought. Countywide rainfall average was 71 percent of a normal water-year (September 1–

August 31) and total capacity went down to 30.8 percent for Cachuma Reservoir, 61.3 percent for Gibraltar Reservoir and 57.5 percent for Jameson Reservoir. Groundwater basins continued to suffer, including Carpinteria, San Antonio Creek Valley, Santa Maria River Valley and parts of the Santa Ynez River Valley.\*

Frost in February damaged strawberry crops, and another frost advisory was issued in December for the Santa Ynez Valley area. A heat wave in March caused blooming plants to prematurely drop their flowers, affecting next year's yield. Record-breaking heat in July and high winds affected crops countywide and contributed to the Holiday Fire, which scorched Goleta orchard crops and livestock. For permanent crops, heat can damage both the current crop and also the fruit set for the coming season, packing a two-year punch.

*\*Santa Barbara County Flood Control Rainfall and Reservoir Summary*

*Thomas fire photo courtesy U.S. Forest Service*

## Emerging Crops

*Often confronting less-than-ideal weather conditions, Santa Barbara County growers continue to nurture new crops to remain competitive in a worldwide market.*



*Photo courtesy Creative Commons*

### **Coffee ▲**

Unlike coffee grown in the tropics, the local cool climate and growing conditions encourage slow ripening of the coffee bean. It can take up to a year to go from flower to fully ripe fruit.

This maturation process results in a higher-quality bean with a distinctive, sometimes intense, flavor.

### **Finger Limes ►**

Also known as Caviar Limes, this specialty citrus is native to Australia. Skin color varies from green to brown to pink, and the fruit is filled with "citrus pearls" that are great for adding zing to seafood, salads or mixed drinks.



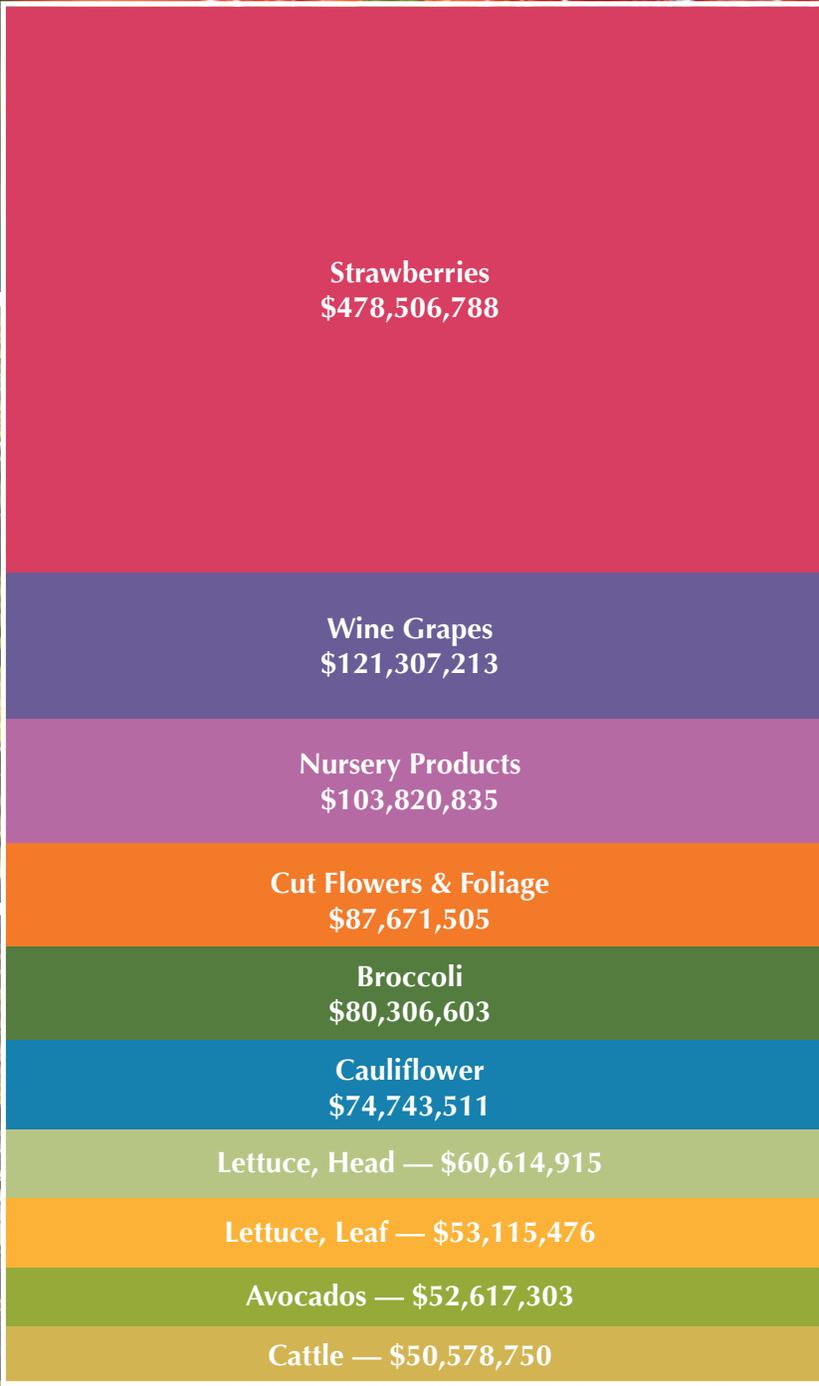
*Photo courtesy Matthew Miller*



### **◀ Agave**

A large, drought-tolerant plant that looks much like a spikey cactus, blue agave is actually related to the lily plant. This slow-grower takes an average of 7 to 10 years to mature, flower and become ready for harvest. The plant is then dug up, and the leaves and roots are cut off to reveal the pineapple-like center or "pina." The pina is then distilled into mezcal, a tequila-like spirit.

# Top-Ten Commodities



**Strawberries**  
\$478,506,788

**Wine Grapes**  
\$121,307,213

**Nursery Products**  
\$103,820,835

**Cut Flowers & Foliage**  
\$87,671,505

**Broccoli**  
\$80,306,603

**Cauliflower**  
\$74,743,511

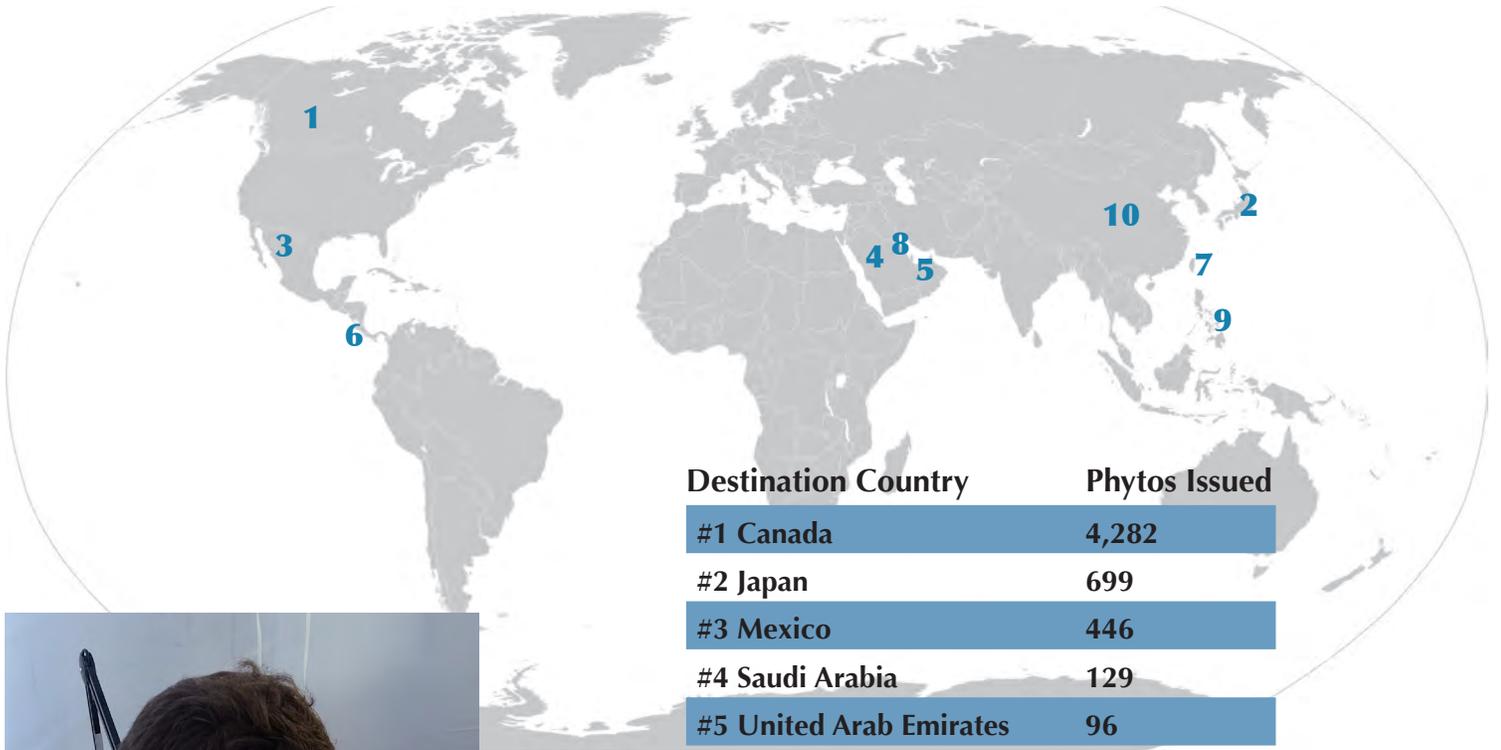
Lettuce, Head — \$60,614,915

Lettuce, Leaf — \$53,115,476

Avocados — \$52,617,303

Cattle — \$50,578,750

# Export Activity Summary



Destination Country	Phytos Issued
#1 Canada	4,282
#2 Japan	699
#3 Mexico	446
#4 Saudi Arabia	129
#5 United Arab Emirates	96
#6 Costa Rica	61
#7 Taiwan	58
#8 Kuwait	44
#9 Philippines	41
#10 China	40

Source: Phytosanitary Certificate Program



Inspector looks for pests on strawberries being exported to China.

## Top-Five Export Data

### CANADA

Commodity	Tons Shipped
#1 Cucumber	13,749
#2 Pepper	12,217
#3 Strawberry	8,965
#4 Cauliflower	3,795

### JAPAN

Commodity	Tons Shipped
#1 Broccoli	1,100
#2 Celery	963
#3 Tomato	623
#4 Cabbage	403

### MEXICO

Commodity	Tons Shipped
#1 Strawberry	3,133
#2 Broccoli	547
#3 Lettuce	355
#4 Celery	336

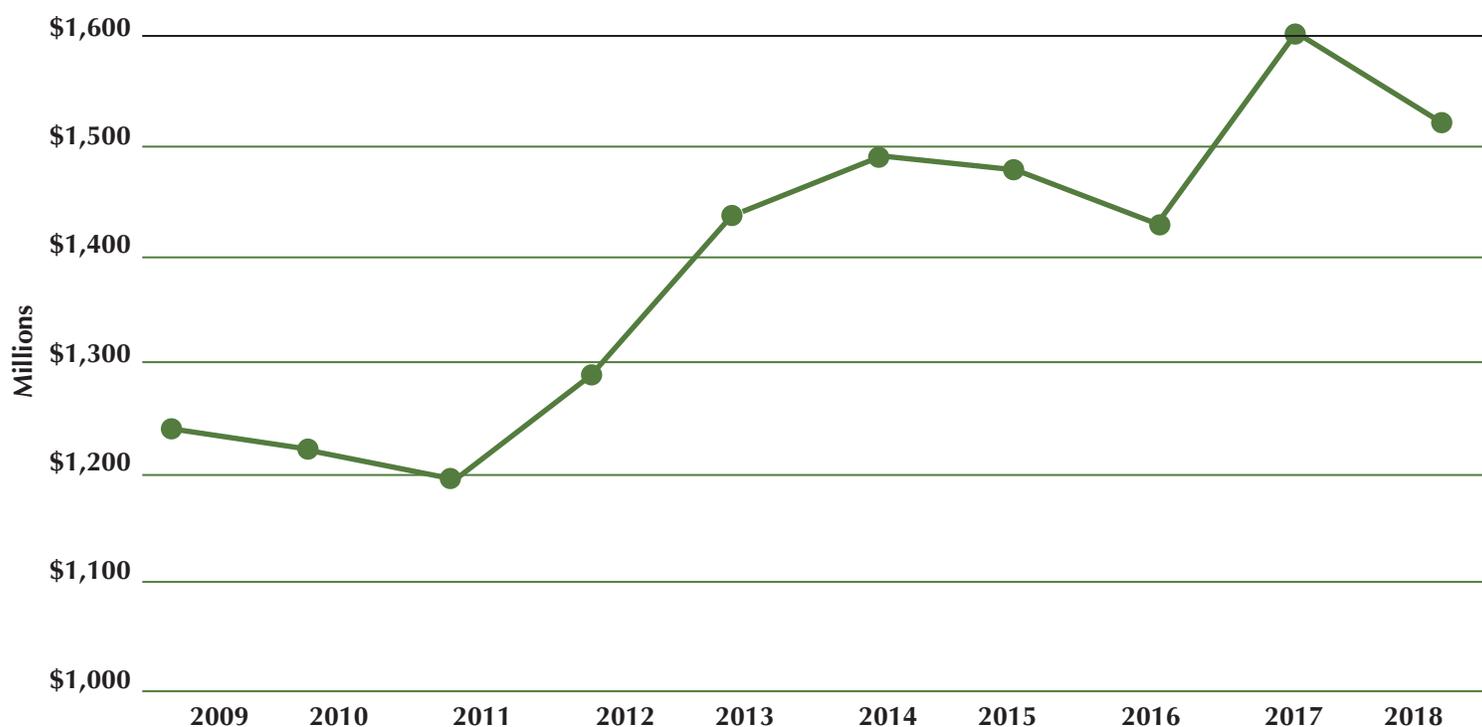
### SAUDI ARABIA

Commodity	Tons Shipped
#1 Strawberry	382
#2 Raspberry	47
#3 Blackberry	45
#4 Blueberry	16

### UNITED ARAB EMIRATES

Commodity	Tons Shipped
#1 Strawberry	256
#2 Raspberry	72
#3 Blackberry	26
#4 Blueberry	17

# Ten-Year Comparison



COMMODITY	2009	2010	2011	2012	2013
Vegetable Crops	\$469,315,254	\$436,289,402	\$437,149,140	\$437,426,912	\$471,590,681
Fruit & Nut Crops	\$409,969,031	\$460,819,923	\$442,705,593	\$515,353,303	\$545,939,874
Wine Grapes	\$137,426,625	\$97,374,658	\$76,958,637	\$91,107,064	\$163,362,417
Field & Seed Crops	\$22,608,166	\$21,868,288	\$21,525,912	\$21,275,910	\$20,764,227
Cut Flower & Cut Foliage	\$104,134,548	\$107,223,780	\$108,336,974	\$105,433,124	\$106,619,530
Nursery Products	\$66,187,726	\$65,154,577	\$70,951,710	\$77,770,472	\$84,832,238
Livestock & Poultry	\$23,608,424	\$23,176,168	\$28,662,090	\$34,143,839	\$34,904,230
Dairy & Apiary Products	\$8,150,727	\$8,088,609	\$8,089,000	\$8,460,550	\$8,638,221
Apiary*					
<b>TOTAL</b>	<b>\$1,241,400,501</b>	<b>\$1,219,995,405</b>	<b>\$1,194,379,056</b>	<b>\$1,290,971,174</b>	<b>\$1,436,651,418</b>

COMMODITY	2014	2015	2016	2017	2018
Vegetable Crops	\$493,635,729	\$539,846,497	\$515,397,033	\$588,662,957	\$512,648,361
Fruit & Nut Crops	\$595,346,546	\$582,102,370	\$546,727,621	\$605,447,793	\$622,050,161
Wine Grapes	\$155,255,791	\$106,198,172	\$151,629,764	\$146,129,595	\$121,307,213
Field & Seed Crops	\$21,133,935	\$20,388,067	\$19,487,436	\$19,568,781	\$15,090,812
Cut Flower & Cut Foliage	\$105,093,374	\$105,286,883	\$75,040,786	\$93,075,776	\$87,671,505
Nursery Products	\$86,092,464	\$85,816,058	\$78,911,967	\$100,654,079	\$103,820,835
Livestock & Poultry	\$24,827,984	\$31,031,386	\$31,804,415	\$44,237,922	\$58,296,277
Dairy & Apiary Products	\$8,595,030	\$8,423,129	\$7,665,047	\$7,430,595	
Apiary*					\$635,328
<b>TOTAL</b>	<b>\$1,489,980,853</b>	<b>\$1,479,092,562</b>	<b>\$1,426,664,069</b>	<b>\$1,605,207,498*</b>	<b>\$1,521,520,492</b>

\* Revised

# Vegetable Crops

CROP	YEAR	HARVESTED ACREAGE	YIELD PER ACRE	TOTAL PRODUCTION	UNIT	PRICE PER UNIT	TOTAL VALUE**
Bell Pepper	2018	144	2,310	332,638	25lb CTN	\$17.07	\$5,678,141
	2017	445	927	412,515		\$9.24	\$3,811,639
Broccoli	2018	12,130	604	7,327,058	22lb CTN	\$10.96	\$80,306,603
	2017	24,470	481	11,770,070		\$13.48	\$158,660,544
Cabbage	2018	1,966	999	1,963,564	50lb CTN	\$9.80	\$19,236,247
	2017	1,213	1,015	1,231,195		\$9.73	\$11,979,527
Cauliflower	2018	9,445	786	7,424,818	25lb CTN	\$10.07	\$74,943,511
	2017	8,451	862	7,284,762		\$12.92	\$94,119,125
Celery	2018	3,170	1,009	3,197,978	60lb CTN	\$12.57	\$40,183,758
	2017	3,849	1,138	4,380,162		\$12.10	\$52,999,960
Lettuce, Head	2018	6,057	693	4,198,251	50lb CTN	\$14.44	\$60,614,915
	2017	9,351	761	7,116,111		\$12.69	\$90,303,449
Lettuce, Leaf	2018	5,711	669	3,820,678	30lb CTN	\$13.90	\$53,115,476
	2017	4,432	809	3,585,488		\$11.93	\$42,774,872
Spinach	2018	1,237	732	905,638	20lb CTN	\$14.44	\$13,080,153
	2017	1,415	844	1,194,260		\$10.39	\$12,408,361
Squash, Summer	2018	717	1,693	1,213,636	26lb CTN	\$7.07	\$8,585,942
	2017	586	656	384,416		\$6.36	\$2,444,886
Miscellaneous Vegetables*	2018	9,118					\$157,103,615
	2017	12,375					\$119,160,594
TOTAL	2018	49,669					\$512,648,361
	2017	66,587					\$588,662,957

\* Includes artichoke, arugula, asparagus, baby vegetables, basil, beet, Brussels sprout, carrot, celery root, chard, chervil, Chinese cabbage, cilantro, sweet corn, collard greens, cress, cucumber, dandelion, eggplant, endive, escarole, fennel, green beans, herbs, kale, kohlrabi, leeks, maize, mustard greens, dry onion, green onion, parsley, peas (edible pod), pepper, potato, pumpkin, radicchio, radish, winter squash, tomatillo and tomato.

\*\* Totals may not calculate as a result of rounding.



# Wine Grapes

VARIETY	HARVESTED ACREAGE	YIELD PER ACRE	TOTAL PRODUCTION	PRICE PER TON	TOTAL VALUE
Pinot Noir	5,315	3.30	17,540	\$2,640	\$46,304,280
Chardonnay	5,652	3.98	22,503	\$1,550	\$34,880,100
Syrah	1,385	3.26	4,514	\$2,317	\$10,459,379
Sauvignon Blanc	742	5.12	3,800	\$1,746	\$6,635,478
Cabernet Sauvignon	557	2.94	1,638	\$2,488	\$4,076,095
Grenache	352	3.98	1,401	\$2,881	\$4,036,411
Merlot	292	3.64	1,062	\$1,549	\$1,645,558
Viognier	203	3.86	783	\$2,042	\$1,599,239
Pinot Gris	452	2.45	1,107	\$1,382	\$1,530,316
Cabernet Franc	152	3.24	492	\$2,932	\$1,442,389
White Reisling	221	4.02	888	\$1,391	\$1,235,161
Grenache Blanc	62	6.34	393	\$2,514	\$987,869
Misc White	239	4.37	1,045	\$1,783	\$1,862,918
Misc Red	542	3.60	1,953	\$2,362	\$4,612,020

YEAR	HARVESTED ACREAGE	YIELD PER ACRE	TOTAL PRODUCTION	PRICE PER TON	TOTAL VALUE
2018	16,166	3.66	59,119	\$2,052	\$121,307,213
2017	21,572	3.54	72,690	\$1,866	\$146,129,595



**Wine Grapes**  
 It takes more than three-and-one-half pounds of grapes to produce one bottle of wine.

# Fruit & Nut Crops

CROP	YEAR	HARVESTED ACREAGE	YIELD PER ACRE	TOTAL PRODUCTION	UNIT	PRICE PER UNIT	TOTAL VALUE
Avocados	2018	4,932	4.56	22,497	Ton	\$2,338.86	\$52,617,303
	2017	4,266	2.46	10,494	Ton	\$3,678.73	\$38,605,917
Blackberries	2018	391	9.44	3,691	Ton	\$6,097.00	\$22,504,271
	2017	470	7.6	3,572	Ton	\$7,040.00	\$25,146,880
Blueberries	2018	349	3.43	1,196	Ton	\$9,924.61	\$11,868,543
	2017	308	2.96	912	Ton	\$9,620.00	\$8,770,362
Lemons	2018	1,291	21.51	27,773	Ton	\$616.28	\$17,115,636
	2017	1,290	13.86	17,879	Ton	\$867.55	\$15,511,158
Raspberries	2018	525	9.05	4,752	Ton	\$7,621.53	\$36,217,516
	2017	840	8.02	6,737	Ton	\$7,520.00	\$50,662,240
Strawberries Total	2018	7,579	34.45	334,535	Ton	\$1,430.36	\$478,506,788
	2017	8,327	33.26	276,976	Ton	\$1,650.00	\$457,009,208
Fresh	2018	—	—	261,097	Ton	\$1,589.66	\$415,056,356
	2017	—	—	218,319	Ton	\$1,639.99	\$358,041,841
Processed	2018	—	—	73,438	Ton	\$864.00	\$63,450,432
	2017	—	—	58,657	Ton	\$1,687.22	\$98,967,367
Miscellaneous Fruits & Nuts*	2018	1,146					\$3,220,104
	2017	2,455					\$9,742,028
TOTAL	2018	16,213					\$622,050,161
	2017	17,956					\$605,447,793

\* Includes apple, apricot, blueberry, cherimoya, coffee, goose berry, guava, kiwi, lime, melons, olive, orange, passionfruit, persimmon, pistachio, plum, pluot, sapote, tangerine, walnut and watermelon.



# Taming the Wild Avocado

*As a domesticated fruit for only about 100 years, avocados are relatively new when compared with stone fruit's 2000 years of cultivation. What current techniques are in use to best manage avocado production?*

Avocados are still quite wild, and growers are still learning the best way to manage and optimize crop production, says Dr. Ben Faber, UC Cooperative Extension Farm Advisor. For example, avocado branches are naturally “wild and branchy” and people used to prune very little. A fairly new way to increase productivity is regular

pruning. Avocados are alternate bearers, so some years yield more than others; this fluctuation can be minimized with good management.

A popular new variety—GEM (Grey E. Martin)—matures more quickly than other varieties and grows more upright, which is a natural fit for increased planting density and higher yield. The GEM is planted at 10 feet by 10 feet rather than the traditional planting density of 20 feet by 20 feet.

Faber says the California avocado market is much smaller and more agile than that of other countries such as Mexico. Growers and packers follow international market trends and react based on the need to optimize sales. Growers can hold fruit on the tree and then pick when the market is best; packers look to fill supply gaps with local avocados.

In 2018 the effects of drought, fire and debris flow damaged many crops, including avocado trees, which led to lowered yields and production. A March heat wave caused flowers to drop prematurely, affecting fruit set. Another heat wave in July caused premature fruit drop or “cooking” on the branch. The leaves act like radiators by exhausting heat through their stomata or pores.

When temperatures exceed 85 to 90 F, the stomata close to protect trees from water loss. Leaves heat up and the damage looks like fire damage. Good water management is critical to prevent heat stress, so trees should be irrigated at least three days before a heat wave.

Record high populations of brown mites were seen in 2018, which may partially be the result of destruction of lady beetle habitat destroyed by fire. Other new pests and pathogens include the shothole borers, black streak, Laurel wilt and seed weevil.

Regardless of the pest, healthy trees will still be targeted, but they have a much stronger chance of fighting off pests if they are healthy to begin with. Healthy trees don't get sick, so good management is critical for avocado production.

Drought, fire, flood—all played a role in the 2018 damage to avocados, says Rick Shade, Shade Farm Management. Overall, the Carpinteria Valley was fortunate to not experience tremendous losses. Heat stress, however, caused 2018 fruit to ripen too quickly while being loaded and sent to market and also caused fruit to drop

prematurely from trees. The heat also caused some of the 2019 avocados to drop, so this was a one-two punch.

It costs around \$20,000 an acre to plant a new avocado orchard. Avocados are relatively low-input, healthy food, and people will continue to plant more avocados locally if land is available. Years

back, the preferred way to plant Hass avocados was to add a row of Bacon avocados every fourth row. The thought was to help with pollination because there are “A” and “B” types of flowers on avocados, and the mix provided cross pollination. Bacon avocados don't sell, so that practice isn't as prevalent.

Technology, such as automated systems used in greenhouses, helps to improve avocado production. Advances in irrigation, fertilization and precision ag hold potential for new productivity. One example is using aerial drones for surveillance of growing grounds.

In 2018, Mexico was a big player in the avocado market, and they will continue to be. Areas such as Colombia and Jalisco are trying to be more involved in the U.S. market, and Peru could be a potential competitor since their growing season parallels the local growing season. Communities in

Asia have potential for new trade channels. Korea, China and Hong Kong could be eager for California avocados.

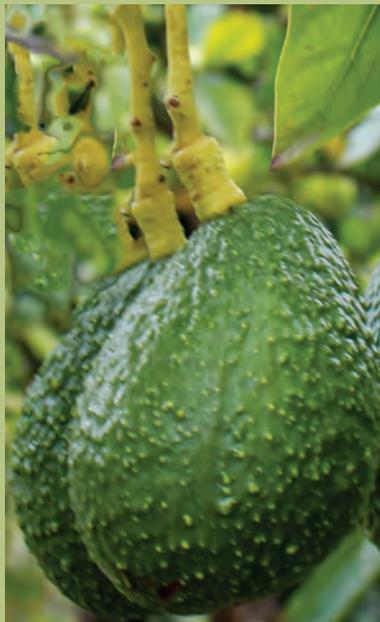
Critical to the success of California avocados is a stable labor force. If you can keep your workers busy all year, that ensures you have the same crew working together. This may require changing a business model to be competitive, for example offering a service such as tree removal during the off season. But this stability helps build teams and relationships that provide a sense of community; some of the current labor force is the next generation of the initial folks we employed. Employees appreciate being part of the community and donate time to pick fruit for the Carpinteria Avocado Festival's huge vat of guacamole.



Dr. Ben Faber  
UC Cooperative  
Extension Farm Advisor



Rick Shade  
Shade Farm Management



# Livestock & Dairy

COMMODITY	YEAR	NUMBER OF HEAD	TOTAL VALUE
Breeding	2018	19,754	\$29,974,505
	2017	19,248	\$24,541,200
Market	2018	25,051	\$20,604,245
	2017	11,875	\$10,514,718
Cattle Subtotal	2018	44,805	\$50,578,750
	2017	31,123	\$35,055,918
Miscellaneous	2018**		\$7,717,527
	2017*		\$9,182,004
TOTAL	2018		\$58,296,277
	2017		\$44,237,922

\*\* Includes aquaculture, breeding stock, chickens, goats, sheep, swine, milk and milk products.

\* Includes aquaculture, poultry, goats, sheep, swine, milk, milk products and apiary

## Aquaculture

The Santa Barbara Channel supports several marine aquaculture operations that grow mussels, abalone and other local catch.

# Rangeland, Field & Seed Crops

CROP	YEAR	ACREAGE	TOTAL VALUE
Rangeland	2018	573,918	\$5,538,309
	2017	574,326	\$6,507,114
Pasture	2018	2,892	\$270,775
	2017	3,694	\$748,589
Beans, Dry Edible*	2018	1,452	\$2,120,420
	2017	1,896	1,687,851
Hay & Grain**	2018	2,228	\$1,376,036
	2017	2,824	\$1,414,476
Seeds***	2018	1,009	\$5,785,272
	2017	1,401	\$7,916,288
TOTAL	2018	581,499	\$15,090,812
	2017	584,141	\$18,274,318

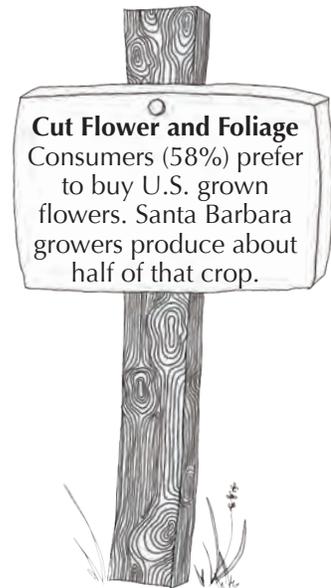
\* Includes fava beans, lima beans, garbanzo beans, etc.

\*\* Includes alfalfa, barley, greenchop, forage, oats, silage, straw, sudangrass and wheat

\*\*\* Includes vegetable seeds, flower seeds, native grass seeds, bean seeds

# Cut Flowers & Cut Foliage

CROP	YEAR	GREENHOUSE (sq. ft.)	OUTDOOR GROWN (acres)	TOTAL VALUE
Chrysanthemum	2018	753,860	2.5	\$3,125,479
	2017	1,168,368	4	\$8,332,291
Gerbera	2018	1,249,220	—	\$9,853,842
	2017	2,665,990	—	\$20,557,043
Lily	2018	283,440	1	\$2,304,923
	2017	1,135,125	1	\$9,194,740
Miscellaneous Cut Flowers*	2018	5,261,744	1,474	\$72,342,632
	2017**	4,054,034	1,333	\$54,890,305
Cut Foliage	2018	51,000	1	\$44,629
	2017	6,001	0	\$101,397
TOTAL	2018	7,548,264	1,477.5	\$87,671,505
	2017**	9,023,517	1,338	\$93,075,776



\* Includes *alstroemeria, amaranthus, anemone, anthurium, aster, bells of Ireland, bird of paradise, bupleurum, calla lily, carnation, celosia, dahlia, delphinium, dianthus, freesia, gardenia, gladiolus, gypsophila, hyacinth, hydrangea, iris, kangaroo paw, larkspur, liatris, limonium, lisianthus, narcissus, orchid, ornithogalum, protea, Queen Anne's lace, ranunculus, rose, snapdragon, solidago, solidaster, statice, stephanotis, stock, sunflower, sweet pea, tuberose, tulip and veronica.*

\*\* Adjusted 2017 published Crop Report data



## Nursery Products

CROP	YEAR	GREENHOUSE (sq. ft.)	OUTDOOR FIELD GROWN (acres)	TOTAL VALUE
Foliage	2018	367,320	0	\$805,219
	2017	372,721	—	\$724,282
Orchid	2018	1,201,230	0	\$27,174,062
	2017	2,091,751	4	\$35,425,449
Miscellaneous*	2018	3,212,660	189	\$75,841,554
	2017	3,212,660	369	\$64,504,348
TOTAL	2018	4,781,210	189	\$103,820,835
	2017	5,677,132	373	\$100,654,079

\* Includes *herbaceous perennials, ground covers, turf, bulbs, bedding plants, vegetable transplants, fruit trees and vines, palms, poinsettia and woody ornamentals.*

# Apiary Products

YEAR	TOTAL NUMBER OF HIVES	TOTAL VALUE
2018	24,599	\$635,328

*Includes honey, beeswax, pollen and pollination services.*

**S**an Marcos Farms Honey Company is a small-scale beekeeping operation owned and operated by Don Cole and his wife, Anne. They sell a variety of bee products such as honey, bee pollen, propolis and beeswax candles, and assist growers with pollinating crops.

Cole started as a beekeeper hobbyist in the 1960s. His commercial business grew from a roadside stand in the 1980s to a flourishing company with sales to local businesses and Farmer’s Markets, mail order, major health food stores, restaurants, wineries, juice companies and chefs.

For pollination services, the bees are moved to different areas of the state, depending on the season. The bees spend a few weeks in the winter in Central Valley almond orchards and return to Santa Barbara County in the spring for citrus and avocado blooms. After that, some colonies are moved to the Santa Ynez Valley for the sage blossom honey production. The hives return to the coast in late summer.

When bees are not pollinating crops and are at home in Santa Barbara

County, they are dependent on native plants, eucalyptus and bottlebrush plants for nutrition. Years of drought have greatly reduced blooming plants and water, stressing the bees and reducing honey production. The bees rely on honey and other bee products to sustain the hive, and this leaves less for sale. It takes three to four days just to create a pound of pollen.

Stressed bees are also vulnerable to pests, like the Varroa mite. This is a tick-like insect that feeds on the body of the bee and spreads viruses that can destroy the hive.

“If you can handle those, you can handle other diseases” says Cole.

To combat pests, many beekeepers reduce pesticide use and strengthen the colony by re-queening frequently and trying to cull their hives. With the recent interest in local beekeeping, he advises new beekeepers to join a group so they can learn from others.

Cole’s message to the community is to “reduce the use of herbicides and plant late blooming plants that are beneficial to bees. What is good for native plants is good for the bees.”



*Beekeeper Don Cole owns and operates San Marcos Farms Honey Company; info@sanmarcosfarms.com*



*Staff and beekeeper inspect the hives.*

## Bee Safe Program

The California Department of Food and Agriculture (CDFA) has a new Bee Safe Program to promote best management strategies for beekeepers, deter theft, ensure the safe movement of bees, protect bee health, and minimize pesticide exposure by providing funds to local Agricultural Commissioner’s Offices.

## Bee Where App

This collaborative mapping initiative tracks and safeguards hive locations with the use of online digital mapping tools and a mobile app. Beekeepers register their bees online, and pesticide applicators and pest control advisors can obtain general information on bee hive locations for notifications.

For details go to <https://beewherecalifornia.com/>



*Staff discovers nuances of bee society.*

SPECIES	POUNDS	VALUE
Lobster, California spiny	201,067	\$3,879,550
Sea urchin, red	1,788,795	\$3,064,420
Thornyhead, shortspine	214,982	\$1,837,387
Crab, red rock	491,716	\$834,274
Sablefish	288,662	\$830,501
Halibut, California	57,391	326,601
Crab, yellow rock	188,130	\$230,362
Crab, brown rock	106,192	\$197,184
Prawn, ridgeback	66,039	\$172,532
Sea cucumber, giant red	32,383	\$159,158
Miscellaneous*	479,163	\$1,424,057
<b>TOTAL</b>	<b>3,914,520</b>	<b>\$12,956,026</b>

\* Includes 127 species.

## Commercial Fishing

In 2017, commercial fishing operations working from Santa Barbara Harbor, Goleta Beach and Surf Beach landed more than 127 different species of fish, valued at almost \$13 million.

The most recent information originates from the California Department of Fish and Wildlife Report. (Commercial fishing value represents 2017 data and is not included in overall agricultural values).

## Direct Marketing Program

Certified Farmers' Markets (CFMs) provide a great opportunity for small farmers to market their products without the added expenses of commercial preparation. This increases net income and makes it possible for them to stay in business.

For consumers, CFMs are where you can meet

the producer and be a part of a larger community that wants to learn more about local farming and values seasonal varieties.

There are about 10 Certified Farmers' Markets and more than 200 certified producers in Santa Barbara County.

The Agricultural Commissioner's Office and state inspectors

"certify" markets and producers to ensure they follow certain requirements and uphold the basic premise, "We grow what we sell."

Thanks to our warm, mild climate, most of the county's CFMs offer a wide variety of seasonal varieties and operate year-round markets.



### Certified Farmers' Markets

#### MONDAY

No markets

#### FRIDAY

Montecito  
Lompoc

#### TUESDAY

Orcutt  
Santa Barbara

#### SATURDAY

Santa Barbara

#### WEDNESDAY

Santa Maria  
Solvang

#### SUNDAY

Goleta  
Lompoc

#### THURSDAY

Carpinteria

Market schedule is subject to change; check our website for current schedule.

# Organic Farming



The Agricultural Commissioner, in cooperation with CDEA's Organic Program, enforces the Federal Organic Foods Production Act (OFPA) of 1990, and the California Organic Products Act of 2003.

Santa Barbara County inspectors perform inspections of both organic producers and handlers each year. They also take samples of organic produce from markets and fields and submit them for pesticide residue testing.

### Top 5 Organic Crops

Rank	Crop	Acres
1	Strawberries	2,389
2	Lettuce	1,444
3	Carrots	1,278
4	Other berries	1,064
5	Broccoli	981

### Santa Barbara County Organic Crops in 2018

Number of Registered Organic Farms	147
Total Acreage Farmed by Registered Producers	16,428

# Integrated Pest Management

The Agricultural Department has an Integrated Pest Management Specialist dedicated to providing Integrated Pest Management (IPM) services to the agricultural community in order to solve pest problems, while minimizing risks to people and the environment.

### What is IPM?

IPM is a strategy that focuses on long-term prevention of pests 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.

In IPM, pest identification is key in developing an effective strategy. Contact our office today to learn more about our IPM program.



*Integrated Pest Management Specialist performs an inspection.*



*Inspector looks for seed-borne diseases in an onion field.*

# Pest Exclusion Program

Our Pest Exclusion program is the first line of defense to prevent pests harmful to agriculture from becoming established in the state. We inspect incoming high-risk plant material to prevent introduction of pests into the area.

## 2018 Pest Find Highlights

COMMON NAME	SCIENTIFIC NAME	RATING
Thrips maculicollis	<i>Thrips maculicollis</i>	Q
Light Brown Apple Moth	<i>Epiphyas postvittana</i>	A
Ant	various genera	A
Ant	various genera	Q
Cycad Aulacaspis Scale	<i>Aulacaspis yasumatsui</i>	A
Fig Wax Scale	<i>Ceroplastes rusci</i>	A
Mealybug	<i>Dysmicoccus grassii</i>	A
Elongate Hemlock Scale	<i>Fiorinia externa</i>	A
Tea Scale	<i>Fiorinia theae</i>	A
Bougainvillea Mealybug	<i>Phenacoccus peruvianus</i>	A
Boxwood scale	<i>Pinnaspis buxi</i>	A
Lesser Snow Scale	<i>Pinnaspis strachani</i>	A
Pacific Mealybug	<i>Planococcus minor</i>	A
Magnolia White Scale	<i>Pseudaulacaspis cockerelli</i>	A
Whitefly	<i>Aleyrodidae</i>	Q
Plant Bug	<i>Miridae</i>	Q
Asian Citrus Psyllid	<i>Diaphorina citri</i>	A
Aphid	<i>Aphididae sp.</i>	Q
Leafhopper	<i>Cicadellidae sp.</i>	Q
Roach	Blattodea	Q
Cricket	<i>Cycloptilum sp.</i>	Q
Tetranychid Mite	<i>Tetranychus sp.</i>	Q

### Rating definitions

“A” – An organism of known economic importance, subject to enforcement action involving eradication, quarantine regulation, containment, rejection, or other holding action.

“Q” – An organism or disorder requiring temporary “A” action pending determination of a permanent quarantine rating. The organism is suspected to be of economic importance, but its status is uncertain because of incomplete identification or inadequate information.

The Dog Team (right) consists of Doomis and his handler, Chris Tyler. Doomis is a 72 -pound Shepherd/Labrador mix rescued from an animal shelter prior to entering the USDA Detector Dog Training program in 2014. He is one of 13 dogs in the state trained to sniff out packages containing plant material that can threaten California agriculture.



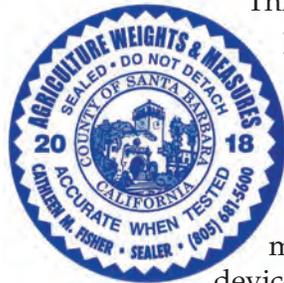
Inspector uses flagging tape to hold a shipment of fir trees due to elongate hemlock scale, an A-rated pest. Inset— close up of elongate hemlock scale.



The dog team works the conveyor belt at a parcel facility.

# Weights & Measures Program

The primary function of the weights and measures program is to ensure consumer protection, fair competition in the marketplace, and safeguard accurate value comparison for consumers.



This is accomplished by routine testing and certification of commercial weighing and measuring devices for accuracy.

The Division verifies the net quantity and proper labeling of packaged commodities and inspects the price accuracy of point of sale (scanners) systems.

Weights and Measures supports the agricultural industry by certifying devices used to weigh crops and livestock, and testing the accuracy of meters that deliver fertilizer and fuels.

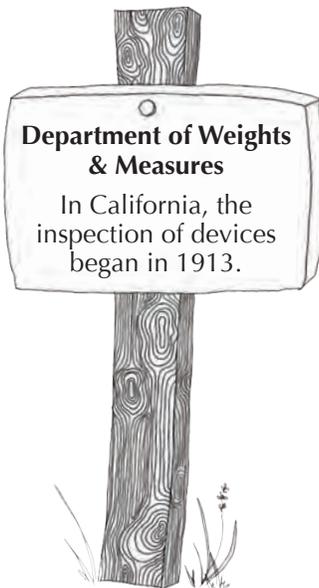
WEIGHING DEVICE	NUMBER OF INSPECTIONS
Computing/Counter Scales	1,180
Vehicle Scales	65
Dormant/Platform Scales	275
Livestock Scales	35
Hanging/Crane Scales	90
Jewelry Scales	50
Other Devices	10

MEASURING DEVICE	NUMBER OF INSPECTIONS
Retail Fuel Meters	2,900
Taxi Meters	115
Wholesale Meters	50
Liquid Propane Gas Meters	55
Vapor/Water/Electric Submeters	1,640
Vehicle Meters	65
Retail Water Vending Meters	203

INSPECTION TYPE	NUMBER OF INSPECTIONS	ITEMS SAMPLED	RESULTS
Price Verification	450	9,850	11 percent had overcharges
Package and Labeling	50	5,450	245 packages ordered off sale



Inspector uses a Weights and Measures device to test the accuracy of a taxi meter.



Inspector operates Weights and Measures heavy equipment to check accuracy of cattle weighing scales.

# Education & Outreach

In 2018, the Agricultural staff provided education and outreach to farmers, farm workers, businesses and the public on regulatory compliance, integrated pest management, reduced risk pesticide use and pests of concern. Outreach allows us to build relationships with the regulated community, strengthens existing partnerships with the State and other agencies, and prepares our staff for future leadership opportunities.



*Staff verifies crop production in the field for the Farmers' Market program.*



*Staff participates in a career fair at a local high school.*



*A bilingual inspector addresses a group of Spanish-speaking field workers during an outreach session.*



*Staff speaks at the UCCE Strawberry Production and Research meeting in Santa Maria.*



*Staff developed an activity book for children that educates them about local agriculture. A free copy can be obtained from any of our offices or downloaded from our website.*



***Agricultural Commissioner's Office***

**Weights & Measures ■ County of Santa Barbara**

**Offices: Santa Maria ■ Santa Barbara ■ Buellton ■ Carpinteria**