


2021 SAN MATEO COUNTY

AGRICULTURAL CROP REPORT




DEPARTMENT OF AGRICULTURE/WEIGHTS & MEASURES

Karen Ross, Secretary
California Department of Food & Agriculture
and
San Mateo County Board of Supervisors
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Carole Groom, District 2
Don Horsley, District 3
Warren Slocum, District 4
David Canepa, District 5

It is my pleasure to present the 2021 Annual Crop Report for San Mateo County pursuant to Section 2279 of the California Food and Agricultural Code. The total estimated gross value of San Mateo County agricultural production in 2021 was $97,969,000, an increase of 5.17% from 2020. It is important to note this gross value does not represent the net profit or loss, as it does not account for the inputs such as labor, packaging, transportation, and other production costs.

Steady sales over 2021 indicate San Mateo County's agricultural industry is stabilizing after 2020's adverse year resulted in a 28.5% loss in the gross value of agricultural commodities. Floral and Nursery Crops are up 3.79% from 2020 and maintains the majority share of San Mateo County's total production value. Vegetables declined in both acreage and value as traditional row crops continue to be hardest hit by land transfer, drought, and erratic weather patterns. Both Livestock and Livestock Products and Apiary categories have sustained similar values from last year. Forest Products fluctuates from year to year, but in 2021 substantially increased (618%) from 2020 due to the harvesting of timber in the CZU complex fire burn area. We expect to see an increase in timber harvesting into 2022 as post-fire timber salvage activities continue.

Whether a visitor or resident of San Mateo County, the decisions we make as individuals from farm to table play a role in the sustainability of the local agricultural industry. As climate and the economy shift, we can expect our farmers and ranchers to make similar adjustments to their practices in response to water availability, labor and housing, climate policy, and demands of the consumer. The question we will need to confront into the future is how we can leverage and support the working lands in our community to not only feed us, but to be a part of the solution to environmental and personal wellbeing.

Putting together this report, could not be done without my staff's steady focus throughout the year. A special thanks to Kelly Mayer, Jenny Gossett, and Michael Wong for their creative vision in the design and editorials found in this report. My sincere appreciation goes out to the producers that share their business information with us, as it gives us a true representation of the agricultural production in San Mateo County.

Respectfully submitted,

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Sealer of Weights and Measures

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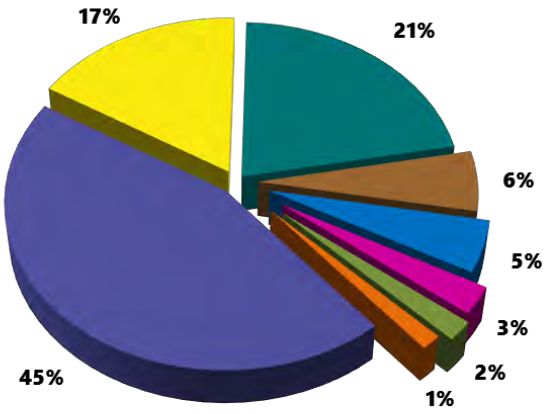
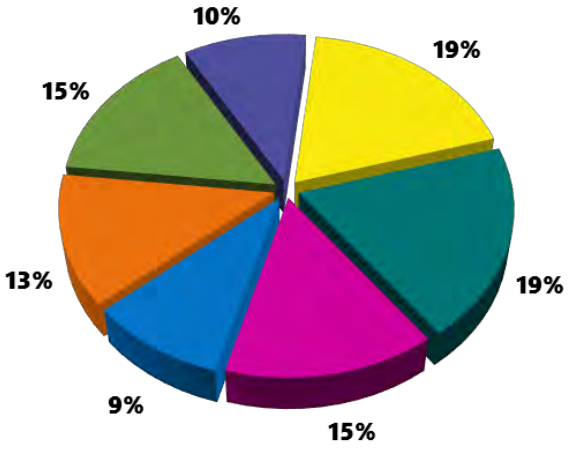
GROSS PRODUCTION VALUE

Commodity Group	2021	2020
Floral and Nursery Crops	$60,268,000	$58,065,000
Vegetables	$21,167,000	$22,275,000
Livestock	$5,697,000	$5,585,000
Forest Products	$4,908,000	$684,000
Fruit and Nut Crops	$2,648,000	$3,520,000
Field Crops	$1,877,000	$1,624,000
Livestock Products and Apiary	$1,404,000	$1,403,000
Total	**$97,969,000**	**$93,156,000**

Agricultural Production Values



Producers Per Commodity Group



- Floral & Nursery Crops Indoor Grown
- Floral & Nursery Crops Outdoor Grown
- Vegetables
- Forest Products
- Livestock
- Fruit & Nut Crops
- Field Crops
- Livestock & Apiary Products

FLORAL AND NURSERY CROPS

INDOOR GROWN

Crop	Year	Square Feet	Total Value
Flowering and Foliage Potted Plants[1]	2021	2,035,000	$35,574,000
	2020	1,882,000	$36,838,000
Cut Flowers[2]	2021	1,068,000	$2,332,000
	2020	1,240,000	$1,888,000
Bedding Plants, Cuttings, Other[3]	2021	283,000	$6,072,000
	2020	531,000	$5,619,000
TOTAL	**2021**	**3,386,000**	**$43,978,000**
	2020	**3,653,000**	**$44,345,000**

[1]Includes Begonias, Lilies, Orchids, Poinsettia, Succulents, etc.
[2]Includes Alstroemeria, Freesia, Hemp, Lilies, Ranunculus, etc.
[3]Includes Herbs, Seeds, Succulents, Vegetables, etc.

Finding Footing

As life readjusted from the initial shocks to living with a pandemic, wholesale markets stabilized and home gardening enthusiasm continued. Potted plant cultivation grew in terms of area occupied in greenhouse spaces, but the value dropped by a little more than $1.2M due to smaller pot sizes with respective lower prices per pot, more wholesale sales, and changes to plant types grown. Conversely, indoor cut flowers experienced a drop in greenhouse occupancy due to many hemp growers not renewing registrations, but for those remaining along with traditional flower growers, buyer demand was steady for greenhouse-quality cut flowers. Bedding plants and propagative cultivation experienced a similar decrease in space occupation, but had strong sales throughout the year with continued consumer interest in home vegetable and flower gardens.

FLORAL AND NURSERY CROPS

OUTDOOR GROWN

Crop	Year	Acres	Total Value
Ornamental Nursery Stock[1]	2021	73	$12,637,000
	2020	77	$10,275,000
Christmas Trees (cut)	2021	167	$499,000
	2020	151	$369,000
Cut Flowers[2]	2021	180	$3,154,000
	2020	178	$3,076,000
TOTAL	**2021**	**420**	**$16,290,000**
	2020	**406**	**$13,720,000**

[1]Includes herbaceous perennials, shrubs and trees.

[2]Includes Dahlias, Hydrangeas, Ranunculus, Sunflowers, etc.

Sunshine Grown

Spending time in outdoor spaces continued to be in favor, along with live plant focal features. As some nursery stock growers expanded, others contracted a few fields resulting in a slight drop in acreage. Overall demand was up for full blooming beauties, greenery staples, and live holiday decorations resulting in a $2.4M increase in sales. Greater gains would have been realized if not for the heavy rainfall events in the later part of the year. The holiday rebound continued as tree stands reached maturity for harvesting and increases in prices and sales boosted cut Christmas trees in 2021. Outdoor grown cut flowers had a steady year with slight increases to cultivated acreage and overall sales. As with indoor cut flowers, wholesale market contracts were on an upswing over last year despite still lacking bigger celebratory events, and direct marketing remained a viable option.

VEGETABLE CROPS

Crop	Year	PRODUCTION Acres	PRODUCTION Per Acre	PRODUCTION Total	Unit	VALUE Per Unit	VALUE Total
Artichokes	2021	40	2.50	100	Ton	$2,337	$234,000
	2020	46	2.40	110	Ton	$2,698	$297,000
Beans, Fava	2021	110	2.68	295	Ton	$1,891	$558,000
	2020	176	2.34	412	Ton	$1,547	$637,000
Beans, Snap	2021	35	2.81	98	Ton	$2,296	$225,000
	2020	36	2.42	87	Ton	$2,750	$239,000
Brussels Sprouts	2021	457	11.17	5,105	Ton	$1,739	$8,878,000
	2020	576	12.18	7,016	Ton	$1,355	$9,507,000
Leeks	2021	40	14.28	571	Ton	$1,169	$668,000
	2020	77	13.58	1,046	Ton	$1,193	$1,248,000
Peas	2021	134	1.68	225	Ton	$3,299	$742,000
	2020	124	0.75	93	Ton	$5,770	$537,000
Pumpkins	2021	157	5.72	898	Ton	$1,385	$1,244,000
	2020	160	6.83	1,093	Ton	$1,133	$1,238,000
Miscellaneous Vegetables (Field and Indoor Grown[1])	2021	322					$8,618,000
	2020	350					$8,572,000
TOTAL	**2021**	**1,295**					**$21,167,000**
	2020	**1,545**					**$22,275,000**

[1]Includes Herbs, Kale, Lettuce, Mushrooms, Peppers, Squash, Tomatoes, etc.

FRUIT AND NUT CROPS

Crop	Year	Acres	Total Value
Wine Grapes, Red Varietals	2021	137	$1,414,000
	2020	137	$1,044,000
Wine Grapes, White Varietals	2021	40	$376,000
	2020	39	$268,000
Miscellaneous[1]	2021	115	$858,000
	2020	139	$2,208,000
TOTAL	**2021**	**292**	**$2,648,000**
	2020	**315**	**$3,520,000**

[1]Includes Apples, Berries, Chestnuts, Stone Fruits, etc.

Too Much, Too Little

Despite the reduction of 250 acres in production, vegetable value went down just 5%. Fruit production also down in acreage, unfortunately did not fare as well with an overall downturn of 25% in value from 2020 mostly due to losses in berries. Fruit and vegetable growers left fields lie fallow as some decided to pull back for reasons not limited to: rippling effects of the 2020 CZU fire, irrigation issues and lack of succession. Too much and too little rainfall kept all agricultural producers on edge. Brussels sprout growers lost more than 37 acres and $900K of sales due to high volume rainfall events in October and December causing drainage and harvesting problems in lower lying fields. Another $100K was lost in artichokes, fava beans and peas during the same events. Although drought reduced other fruit production, red and white wine varietals realized higher values with gains in tonnage produced and value.

LIVESTOCK

Commodity	Year	Number Head Sold	Total Value
Cattle and Calves	2021	1,406	$2,924,000
	2020	1,350	$3,542,000
Other[1]	2021	87,103	$2,773,000
	2020	65,598	$2,043,000
TOTAL	**2021**	**88,509**	**$5,697,000**
	2020	**66,948**	**$5,585,000**

[1]Includes Goats, Lambs, Pigs, Poultry, etc.

LIVESTOCK PRODUCTS AND APIARY

Commodity	Year	Production	VALUE Per Unit	VALUE Total
Honey	2021	38,000 lbs	$10.99	$418,000
	2020	41,000 lbs	$11.10	$455,000
Other[1]	2021			$986,000
	2020			$948,000
TOTAL	**2021**			**$1,404,000**
	2020			**$1,403,000**

[1]Includes Beeswax, Cheese, Eggs, Wool, etc.

Making History

Another banner year for poultry added to the highest overall total dollar value of livestock in San Mateo County's history. Pasture-raised animals and regenerative farming practices lead the way for county ranchers centralized along coastal areas. Lack of response from some cattle ranchers along with earlier sales/less weight for reported sales of calves (as is standard for years deep into drought) contributed to reduced overall value for the Cattle and Calves commodity category. Strong egg production and sales supported livestock products. More bee hives were in production in 2021, but pounds of honey produced per hive was down likely from continued drought stress. Dry crops had their share of drought woes, but greater acreage and values drove up bean and hay crops. Pasture rancher response was low, resulting in possibly lower acreage accounted for if changes to range occurred between 2020 and 2021. As expected from post CZU fires and pressure on forest management, timber harvested in 2021 rose over 1000% to 12,843,000 board feet with a 618% increase in total value.

FIELD CROPS

Commodity	Year	Acres	PRODUCTION Per Acre	Total	Unit	VALUE Per Unit	Total
Beans, Dry[1]	2021	142	0.58	82	Ton	$10,742	$881,000
	2020	101	0.79	80	Ton	$8,700	$696,000
Grain[2]	2021	99	0.54	53	Ton	$452	$24,000
	2020	66	1.64	108	Ton	$306	$33,000
Oat & Rye Hay	2021	478	2.05	980	Ton	$213	$209,000
	2020	478	2.00	956	Ton	$192	$184,000
Volunteer Hay	2021	165	1.35	223	Ton	$108	$24,000
	2020	155	1.66	257	Ton	$106	$27,000
Irrigated Pasture	2021	221				$235	$52,000
	2020	257				$157	$40,000
Other Pasture	2021	24,533				$28	$687,000
	2020	26,852				$24	$644,000
TOTAL	**2021**	**25,638**					**$1,877,000**
	2020	**27,909**					**$1,624,000**

[1]Includes Cranberry, Gigante, Romano, Scarlet Runner, etc.
[2]Includes Barley, Oats, Quinoa, Rye and Wheat

FOREST PRODUCTS

Year	Board Feet	Total Value
2021	**12,843,000**	**$4,908,000**
2020	**1,114,000**	**$684,000**

COMMERCIAL FISH CATCH

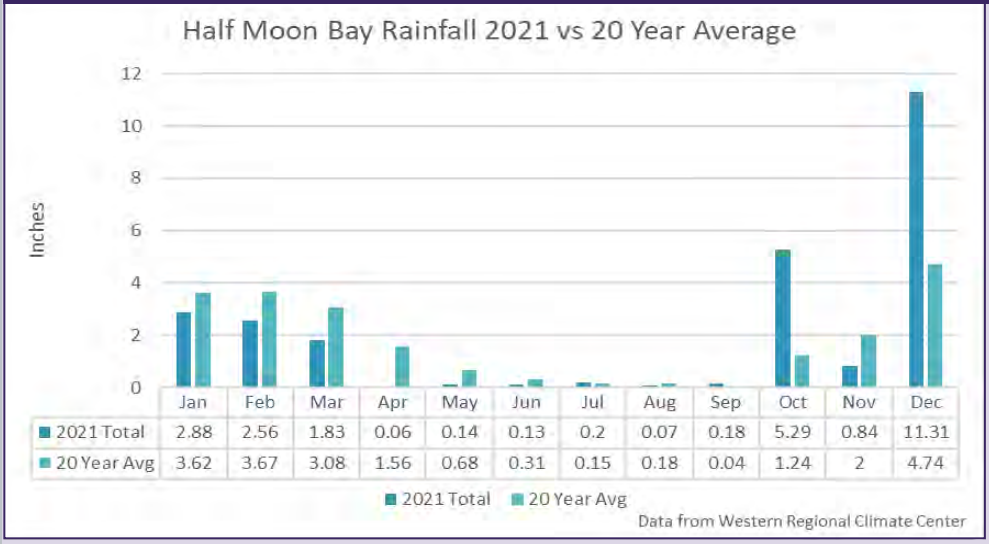
Species	Year	Pounds	Value
Crab, Dungeness	2021	1,079,864	$6,165,960
	2020	684,019	$2,687,694
Squid, Market	2021	5,526,231	$3,259,600
	2020	4,925,740	$2,909,702
Salmon, Chinook	2021	317,699	$2,948,910
	2020	433,062	$3,538,946
Halibut, California	2021	104,384	$539,616
	2020	91,056	$453,236
Rockfish, all	2021	279,565	$289,859
	2020	220,307	$175,671
Sablefish	2021	69,717	$249,792
	2020	68,086	$214,042
Sole, all	2021	154,888	$151,134
	2020	182,038	$168,450

Species	Year	Pounds	Value
Crab, Rock	2021	66,237	$147,550
	2020	12,304	$28,290
Tuna, Albacore	2021	23,876	$71,058
	2020	28,672	$83,993
Sea Urchin	2021	4,933	$53,308
	2020	9,645	$58,596
Sanddab	2021	70,353	$35,192
	2020	9,636	$4,779
Lingcod	2021	16,408	$28,971
	2020	11,036	$17,704
Miscellaneous	2021	11,101	$19,569
	2020	13,905	$7,502
Flounder, all	2021	5,161	$6,429
	2020	5,770	$6,319

Grand Total	**2021**	**7,730,417 lbs**	**$13,966,948**
	2020	**7,205,895 lbs**	**$10,420,785**

Source: California Department of Fish and Game Poundage Value of Landings
Princeton-Half Moon Bay. Informational only, value not included in Annual Report

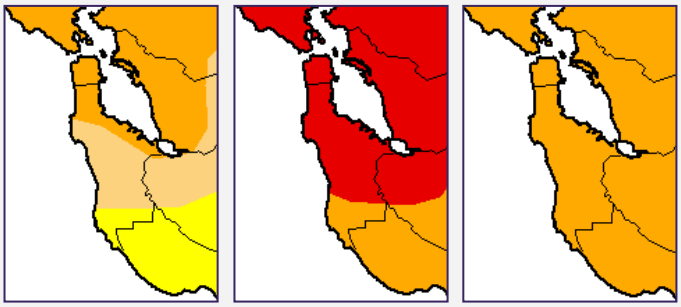
WATER RESOURCES



According to NOAA, California is experiencing an unprecedented drought characterized by a combination of prolonged above average temperatures and below average precipitation. Rainfall data taken from the Western Regional Climate Center for Half Moon Bay shows monthly totals in 2021 were about 50% of average as compared with the last 20 years resulting in dry creeks, below average groundwater levels, and low running wells. This does not include October and December that saw above average precipitation as atmospheric rivers moved through the Bay Area resulting in short, concentrated downpours.

San Mateo County growers endured the long-lasting effects of drought interrupted by the two major rainfall events in later 2021. Those events caused drainage issues in fields and resulted in rotted vegetables that were inaccessible for harvest due to thick mud. It also highlighted the urgency to increase surface storage capacity and harness excessive rainfall to mitigate the dry times.

DROUGHT CONDITIONS



April 2020 April 2021 April 2022

As shown by the U.S. Drought Monitor, conditions worsened in 2021, but slightly improved after late year rainfall events. In April 2021, San Mateo County drought intensity went from a D2 Severe Drought designation to D3 Extreme Drought. The D3 category is characterized by major crop and pasture losses as well as widespread water shortages. Conditions remained in the D3 designation until late December when San Mateo County received almost 12 inches of rain in the last few weeks of the year, returning the county to the D2 designation.

Intensity

None | Abnormally Dry (D0) | Moderate Drought (D1) | Severe Drought (D2) | Extreme Drought (D3) | Exceptional Drought (D4)

The U.S. Drought Monitor is jointly produced by the National Drought Mitigation Center at the University of Nebraska-Lincoln, the United States Department of Agriculture, and the National Oceanic and Atmospheric Administration. Map courtesy of NDMC, droughtmonitor.unl.edu

SUSTAINABLE AGRICULTURE REPORT

Sustainable Agriculture utilizes farming practices that conserve resources and plant health, and ensures the economic vitality of the farm. Activities carried out through our programs such as Pest Exclusion, Pest Detection, and Weed Management provide safeguards to maintain livestock and crop health. Early pest detection and proactive management of invasive pests using Integrated Pest Management strategies help protect California's agricultural industry and reduces environmental stressors.

PEST EXCLUSION

Pest Exclusion inspections of imported agricultural shipments prevent the introduction and establishment of damaging pests. Exotic pests are regularly intercepted by Staff Biologists at parcel facilities, San Francisco International Airport, nurseries and other entry points during daily inspections.

Origin certifications are also verified for compliance with plant quarantines, regulations and entry requirements. When an infested or noncompliant shipment is found, it may be destroyed, reconditioned and released, or returned to the shipper.

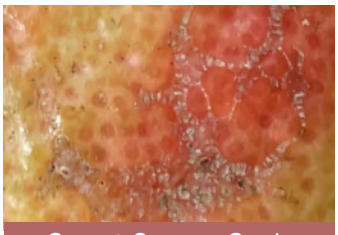
Type of Shipment	Inspected	Rejected	Pests Intercepted
Parcel Carriers	30,270	125	35
Truck	782	16	9
Air	3,174	26	19
Sea Containers	3	0	0
Household Goods (Gypsy Moth)	11	0	0
Nursery Stock (GWSS)	2,787	0	0

A - Rated Pests (Number of times intercepted)

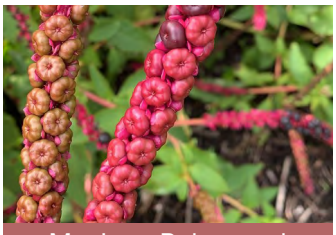
Quagga Mussels

John Davidson, Univ. Md, College Pk, Bugwood

Striped Mealybug



Sweet Orange Scab



Mexican Pokeweed

Bactrocera dorsalis oriental fruit fly *(2)*
Ceroplastes rusci fig wax scale (1)
Dreissena rostriformis quagga mussel (1)
Elsinoë australis sweet orange scab (1)
Ferrisia virgata striped mealybug (1)
Frankliniella schultzei cotton bud thrips (1)
Phytolacca heterotepala Mexican pokeweed (1)
Pinnaspis buxi boxwood scale (1)
Pinnaspis strachani lesser snow scale (6)
Pseudaulacaspis cockerelli magnolia white scale (2)
Pseudaulacaspis pentagona white peach scale (1)
Rubrocuneocoris calvertae plant bug (1)
Selenaspidus articulatus rufous scale (2)
Zachrysia provisoria snail (1)

While performing routine inspections, biologists found numerous A and Q rated insect and weed pests and diseases as confirmed by the CDFA plant pest laboratory. Pests go through scientific review to determine their harmful potential. A-rated pests and diseases are of known economic significance requiring containment, eradication, and rejection. Q-rated determinations are suspected to cause harm to agriculture or the environment, resulting in the same regulatory action of containment, eradication and rejection to keep them out of trade.

PEST DETECTION

Pest Detection staff place and monitor insect traps in San Mateo County to find pests before infestation takes hold. In 2021, 4,132 traps were paired with host plants and serviced 52,474 times. It was an uneventful trapping season without any finds of the harmful insect pests from the targeted list as checked by our Pest Detection Specialists.

Asian Citrus Psyllid

European Corn Borer

European Grape Vine Moth

European Pine Shoot Moth

Fruit Fly Species of *Bactrocera, Dacus, Ceratitis,* and *Anastrepha*

Glassy-winged Sharpshooter

Gypsy Moth

Japanese Beetle

WEED MANAGEMENT

The San Mateo County Weed Management Area (WMA) Group met online throughout 2021 due to COVID-19 precautions and shared valuable information on weed management to improve economic, aesthetic, and environmental health in the county. Members and guest speakers covered topics on: Early Detection Rapid Response (EDRR) species, recruiting volunteers, weed treatments, successes and failures, grazing as a tool, as well as the importance of sanitation methods in the field to prevent weed spread. New outreach efforts are underway to educate growers as well as flower wholesalers and retailers on noxious weeds that are trending through the floral industry.

Our department continued surveying and mapping, as well as contracted eradication efforts for Fertile Capeweed (*Arctotheca calendula)* and Skeleton Weed (*Chondrilla juncea)* while we expanded collaborative efforts with public and private landowners. Once again, our department was able to secure California Department of Food and Agriculture (CDFA) Noxious Weed Grant Project funding. We passed it through to Golden Gate National Recreation Area at Rancho Corral de Tierra for an ongoing Jubata grass (*Cortaderia jubata*) management project that expands on a similar previously funded project on adjacent lands. Funding was additionally awarded to a larger San Francisco Bay-wide project spearheaded by the California Invasive Plant Council (Cal-IPC) towards eradication of Algerian sea lavender (*Limonium ramosissimum)* for preservation of salt marsh habitat vital to endemic flora and fauna including federally designated endangered species. CDFA with Cal-IPC also kicked off a statewide Regional Weed Prioritization project in 2021 with County Agricultural Commissioners and WMAs to identify EDRR species and coordinate management at a landscape-scale.

Algerian Sea Lavender

Fertile Capeweed

Jubata Grass

Skeleton Weed

INTEGRATED PEST MANAGEMENT

Integrated Pest Management (IPM) is a systematic approach to managing destructive pests and keeping them below economic thresholds. IPM begins with identification and monitoring of target pests and uses interactive control strategies including: natural enemies, biological controls, sanitation, lesser toxic pesticides, traps, and pheromones to disrupt reproduction.

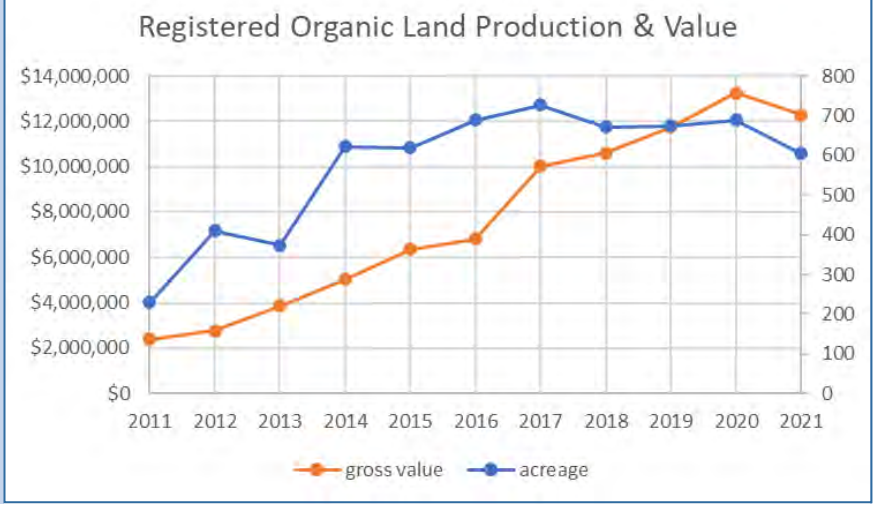
Many methods of IPM are utilized throughout the county to improve how resources are being used, known as regenerative agriculture. Applying certain IPM practices not only controls pests, but also benefits biodiversity in both the soil and surrounding environment. Crop and grazing rotations, cover crops, and mulching are just a few techniques implemented by agricultural producers that help capture and store (a.k.a. sequester) carbon dioxide, creating healthier soils to support production as well as combat weather impacts of climate change such as extreme fluctuations in soil moisture. The California Department of Food and Agriculture's (CDFA) Healthy Soils Program provides grant money to farmers and ranchers who implement regenerative practices to improve soil health, sequester carbon and reduce greenhouse gas emissions. In 2021 San Mateo County growers received $140,000 in funding for projects including cover cropping, compost application, and hedgerow planting.

For information on agricultural financial resources, please visit: https://www.smcgov.org/agwm/financial-resources

ORGANIC FARMING

San Mateo County agricultural land registered with California Department of Food and Agriculture (CDFA) as organic production was an estimated 605 acres (excluding rangeland) totaling an estimated gross production value of $12,283,000 in 2021. The county had 25 registered organic producers, steadily decreasing from the peak 34 registrants in 2017, a downward trend seen both in our county and statewide. Declines in these values may be attributed to several factors; at the local level they include effects of the pandemic, 2020 CZU fire, water shortages and alternative certifications for ecologically-balanced farming practices.

Throughout the year our biologists sample various registered producers at cultivation sites, the wholesale produce market and Certified Farmers' Markets to ensure organic regulations are upheld.



INDUSTRIAL HEMP & COMMERCIAL CANNABIS

The hemp industry tried to find balance in the markets over the year while the state worked to align with federal regulations. Most of the San Mateo County hemp registrants did not renew for cultivation in 2021, but those who remained found their rhythm in the specialized coastal growing conditions. Due to mild temperatures, hemp cultivation has been limited to greenhouse grown in the county. Department biologists performed sampling with 19 site visits over the year to ensure hemp plants were within the allowed THC tolerance of ≤ 0.3% prior to harvest.

Active Registrants in 2021	Registered Square Footage*
4	1,739,000

*Cultivation/storage. Actual cultivated/harvested area and value incorporated into Cut Flower Indoor commodity category to protect privacy.

2021 was a challenging year for cannabis growers in California, with mixed results for county cultivators. As permitting issues were addressed, output grew, but not enough to meet demand for some growers, while others were unable to harness premium wholesale prices. The ebb and flow of this new industry has yet to stabilize and in the meantime, the state merged cannabis regulatory programs into one Department of Cannabis Control (DCC) working to streamline processes and regulations and create an equitable market.

DCC Cultivation License Type and # in 2021	Square Footage
Small Mixed-Light (5), Medium Mixed-Light (3), Nursery (2)	178,781

More information on applications, FAQs, and regulations may be found:
Hemp: https://www.cdfa.ca.gov/plant/industrialhemp/
Cannabis: https://cannabis.ca.gov/

DIRECT MARKETING

In a smaller agricultural community without many large-scale operations, direct marketing is essential to the survival and diversity of farming operations. Direct sales from producers to consumers provide greater profits for farmers, reduce packaging and transportation, promote the local agricultural economy, and increase access to the freshest produce, flowers, and meat. These avenues include: Certified Farmers' Markets (CFMs), Community Supported Agriculture (CSA), Farm Stands and U-pick. In a time when social interactions have been strained, connections made through direct marketing help balance mental and physical health to benefit the local communities.

To find up-to-date locations of Certified Farmers' Markets in San Mateo County, please visit:
https://www.smcgov.org/agwm/find-certified-farmers-market
For more information on Community Support Agriculture, Farm Stands and U-pick producers, please visit:
https://www.smccvb.com/fresh-as-it-gets/

COUNTY OF SAN MATEO
DEPARTMENT of
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