

SAN JOAQUIN —COUNTY—

2021 CROP REPORT

WOMEN IN AGRICULTURE



Board of Supervisors



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SAN JOAQUIN
COUNTY
Greatness grows here.

**OFFICE OF THE
AGRICULTURAL
COMMISSIONER/SEALER**

TIM PELICAN
Agricultural Commissioner
Sealer of Weights & Measures

LINDA PINFOLD
Asst. Agricultural Commissioner
Asst. Sealer of Weights & Measures

Karen Ross, Secretary
California Department of Food and Agriculture, and
The Honorable Board of Supervisors, San Joaquin County

Dear Secretary and Board Members:

In accordance with Section 2272 and Section 2279 of the California Food and Agricultural Code, I am pleased to present the eighty-eighth Annual Report of San Joaquin County's Agricultural Production. The 2021 gross value of San Joaquin County's agricultural production is \$3,193,234,000. This represents a 5.34% increase in value of \$161,955,000 over the 2020.

In 2021, The Fruit and Nut Crops continued to be our largest category with a total value of \$1,726,962,000, which represents an overall increase of 7.68%. Cherries increased 71.56% due to increase in yield, Pistachios 221.19% (increase in acreage, yield and price) and Walnuts 65.74% (increase in yield and price). Almonds continued to be the leading agricultural commodity in San Joaquin County with a gross value of \$453,764,000. Wine Grapes valued at \$428,359,000, saw a 25.65% increase from the 2020's value of \$340,913,000 due to higher yield and pricing.

The other commodity groups that showed gains include Livestock and Poultry Products 5.10% due to increase in Milk production and Eggs pricing; Nursery Products 4.46%, Apiary Products 11.04% due to increase in Honey production and pricing, and Livestock & Poultry 3.48% due to increase in Turkeys, Sheep and Lambs pricing.

The Vegetable commodity group showed a decrease of 3.83% due to significant drop in acreage for following commodities. Peppers total production was down 74.16%, Onions 21.15%, and Potatoes 19.86%.

The values shown are estimates based on the most common method of sale for the individual commodity, except for fresh fruits and vegetables where the value is based on the F.O.B. packed price at the shipping point. The figures contained in this report are gross values of agricultural commodities rather than net returns to the grower.

I wish to express my gratitude to all who cooperated in providing data for this report, including our agricultural producers, industry representatives and other public agencies. A special Thank You to Taylor Wick, University of Pacific student and Maddie Schumate, San Joaquin Delta College student for their help to create this year's layout. I would also like to express my sincere thanks to the Agricultural Commissioners staff, especially Agricultural Biologist/Standards Inspectors Israel Arambula and Jana Labrucherie for all the hard work and diligence in compiling the necessary information that made this report possible.

Respectfully submitted,

Tim Pelican
San Joaquin County Agricultural Commissioner/Sealer

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Women in Agriculture

According to the United States Department of Agriculture (USDA), women today make up 37% of farmers in the U.S, while over half (56%) of all American farms have at least one decision making woman. Women even make up almost half of the world's farmers.

Unfortunately, these women are faced with harmful stereotypes and inaccurate gender myths concerning their career field such as, trouble managing finances, and the inability to perform hard labor. Even though these misconceptions have been disproven time and time again, some women still lack access to necessary equipment and opportunities needed to succeed, thus feeding into the stereotypes.

Women in Agriculture are working hard to create a better future for the next generation, and generations to come.



46,235

Women Ag Producers

37%

of California Farmers

10.9 Million

Acres

\$15.6 Billion

Economic Impact

Data retrieved from the USDA website

2021 Top Ten Leading Crops



1

Almonds

\$453,764,000

2020 Almonds

\$694,031,000



2

Milk, All

\$445,621,000

2020 Milk, All

\$439,824,000



3

Grapes

\$428,359,000

2020 Grapes

\$340,913,000



4

Walnuts

\$367,825,000

2020 Walnuts

\$221,926,000



5

Cherries

\$319,989,000

2020 Cherries

\$186,512,000



6

Eggs

\$207,583,000

2020 Eggs

\$181,649,000



7

Cattle, Calves

\$111,616,000

2020 Cattle

\$109,354,000



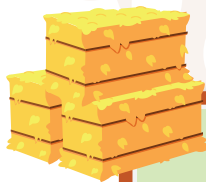
8

Tomatoes

\$70,980,000

2020 Tomatoes

\$61,473,000



9

Hay, All

\$68,617,000

2020 Hay, All

\$57,158,000



10

Potatoes

\$64,280,000

2020 Potatoes

\$54,150,000

2021 Total: \$2,538,634,000

2020 Total: \$2,351,958,000

Fruit & Nut Crops



Joan Kautz

Kautz Family Vineyards

My family has been involved in agriculture for a long time starting with my German ancestors going to Russia to teach them farming techniques. They eventually moved to California and worked for other companies saving enough money to purchase their own land. They farmed Tomatoes, Bell peppers and other row crops until my parents, John & Gail Kautz planted Cherries and eventually Wine Grapes in Lodi.

I was involved in 4-H when I was younger and have been around agriculture all my life. My mother is very involved in fundraising for youth organizations, especially 4-H & FFA. My daughter has been involved in 4-H and FFA and has raised and sold animals at AgFest. Having the foundation of understanding the importance of agriculture has been incredibly important in her up-bringing and her future.

Growing up with agriculture all around me has been incredibly important. I have a competitive drive that pushes me to want to do better than I did the year before. I enjoy other cultures and working with different countries selling and promoting our California wines from Lodi and the Sierra Foothills.

CROPS	PRODUCTION				UNIT	GROSS VALUE		
	YEAR	BEARING ACREAGE	PER ACRE	TOTAL		VALUE PER UNIT	SUBTOTAL	TOTAL
ALMOND, MEATS	2021	109,200	1.15	125,600	TON	\$3,610		\$453,764,000
	2020	104,400	1.75	182,600	TON	\$3,800		\$694,031,000
ALMOND, HULLS	2021			251,000	TON	\$130		\$32,666,000
	2020			365,000	TON	\$100		\$36,528,000
ALMOND, SHELLS	2021			125,600	TON	\$4.30		\$534,000
	2020			182,600	TON	\$4.50		\$822,000
APPLES, ALL	2021	1,730	23.90	41,300	TON	\$348		\$14,356,000
	2020	1,870	15.14	28,300	TON	\$455		\$12,852,000
FRESH	2021			26,800	TON	\$454	\$12,189,000	
	2020			18,400	TON	\$571	\$10,479,000	
PROCESSING	2021			14,400	TON	\$150	\$2,167,000	
	2020			9,900	TON	\$240	\$2,373,000	
APRICOTS	2021	591	4.50	2,660	TON	\$971		\$2,585,000
	2020	550	4.77	2,630	TON	\$800		\$2,100,000
BLUEBERRIES	2021	2,320	5.03	11,700	TON	\$5,210		\$60,990,000
	2020	1,980	4.24	8,370	TON	\$7,060		\$59,118,000
CHERRIES, ALL	2021	20,400	4.01	81,900	TON	\$3,910		\$319,989,000
	2020	19,900	2.86	56,900	TON	\$3,280		\$186,512,000
FRESH	2021			65,100	TON	\$3,970	\$258,490,000	
	2020			42,900	TON	\$4,310	\$184,967,000	
PROCESSING	2021			16,800	TON	\$3,663	\$61,499,000	
	2020			14,040	TON	\$110	\$1,545,000	

Fruit & Nut Crops

Continued

PRODUCTION						GROSS VALUE		
CROPS	YEAR	BEARING ACREAGE	PER ACRE	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL
GRAPES, ALL	2021	88,700	7.75	687,000	TONS	\$624		\$428,359,000
	2020	91,200	6.67	608,000	TONS	\$560		\$340,913,000
OLIVES, PROCESSING	2021	5,180	3.50	18,100	TONS	\$704		\$12,752,000
	2020	5,190	4.72	24,500	TONS	\$797		\$19,495,000
PEACHES, ALL	2021	1,610	14.48	23,500	TONS	\$481		\$11,289,000
	2020	1,680	14.42	24,200	TONS	\$471		\$11,388,000
CLINGSTONE	2021	1,050	11.58	12,200	TONS	\$516	\$6,273,000	
	2020	1,090	12.98	14,200	TONS	\$480	\$6,799,000	
FREESTONE	2021	565	19.86	11,300		\$444	\$5,016,000	
	2020	587	17.09	10,040	TONS	\$457	\$4,589,000	
PEARS	2021	101	15.60	1,580	TONS	\$565		\$892,000
	2020	60	11.60	700	TONS	\$596		\$416,000
PISTACHIO	2021	911	2.04	1,860	TONS	\$4,500		\$8,364,000
	2020	598	1.03	620	TONS	\$4,225		\$2,604,000
WALNUTS, ENGLISH	2021	75,700	2.45	186,000	TONS	\$1,980		\$367,825,000
	2020	75,100	2.08	156,000	TONS	\$1,420		\$221,926,000
MISCELLANEOUS	2021	910						\$5,236,000
	2020	970						\$2,425,000
TOTAL	2021	306,000						\$1,726,962,000
	2020	303,000						\$1,603,784,000

Numbers may not compute exactly due to rounding



Julie K. Eilers Clary-grower

Eilers Ranch LLC- Owner/Operator

My great grandparents emigrated to Linden from Germany in 1859, and acquired our family farm. My grandmother, Henriette Blohme Eilers, inspired me by running the family farm independently for 35 years and proving to me that women are capable of farming on a large scale. After my father, Henry Eilers ("Hank") passed away in 2015, our family moved to Linden from Sacramento to care for our family farm.

I consider myself in a unique position because there are not many female farmers. To me, farming is both a joy and a challenge. My husband, Brian and I, have partnered to accept that challenge in order to continue our family heritage of farming and teach future generations what we have learned. I find joy working side by side with my husband and raising our children to become the next generation of farmers.

We have engaged in the community by teaching 4-H classes and hiring young adults to learn about agriculture. I wish for young individuals interested in agriculture to learn that hard work, integrity, faith and perseverance bring about tangible fruit to feed the world. Our food comes from the land, not the grocery store, and in order to continually receive those fruits, we need to care for the land.

Vegetable Crops

Katie Veenstra

GloriAnn Farms



Although a career in agriculture wasn't always on my radar, I was involved in FFA in high school which was the first step in realizing my passion for the industry and the desire to pursue a job in the field of agriculture. FFA opened up a lot of opportunities, both personal growth and leadership development, all while learning more about farming and ranching in and out of the classroom. After high school, I attended Modesto Junior College where I studied Ag Business before transferring to Cal Poly, San Luis Obispo to finish my B.S. in Agriculture Science with a concentration in Ag Communications with a minor in Ag Business.

I moved back to San Joaquin County and began my career at GloriAnn Farms where I am the Director of Marketing. GloriAnn Farms, partnered with Five Crowns Marketing, and is a produce company based in Tracy focused on the processing and sale of tray pack sweet corn, supplying many retail chains across the Western United States and also exporting product around the world.

I am involved in Young Farmers & Ranchers through San Joaquin Farm Bureau (SJFB), which has led to my participation in California Farm Bureau's Leadership Farm Bureau program and Discussion Meet competition, and I now serve as a board member for SJFB. I enjoy being involved in programs or organizations whose purpose is to promote the agriculture industry and educate others on the importance of farming and ranching.

PRODUCTION

GROSS VALUE

CROPS	YEAR	HARVESTED ACREAGE	PER ACRE	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL
CARROTS	2021	1,100	15.32	17,000	TON	\$885		\$15,083,000
	2020	650	39.34	25,600	TON	\$210		\$5,370,000
CORN, SWEET	2021	3,600	4.50	16,200	TON	\$220		\$3,560,000
	2020	2,280	7.67	17,500	TON	\$265		\$4,623,000
CUCUMBERS	2021	3,310	8.40	27,800	TON	\$293		\$8,153,000
	2020	2,840	7.91	22,400	TON	\$199		\$4,456,000
GARLIC	2021	3,910	4.72	18,400	TON	\$542		\$9,977,000
	2020	2,890	4.61	13,300	TON	\$668		\$8,891,000
MELONS, ALL	2021	3,250	36.77	119,600	TON	\$337		\$39,580,000
	2020	2,700	36.02	97,200	TON	\$421		\$39,381,000
WATERMELON	2021	2,170	45.21	98,200	TON	\$381	\$37,381,000	
	2020	1,800	46.53	83,500	TON	\$430	\$35,937,000	
OTHER	2021	1,080	19.80	21,400	TON	\$135	\$2,200,000	
	2020	902	15.11	13,630	TON	\$368	\$3,444,000	
ONIONS	2021	1,710	23.21	39,600	TON	\$239		\$9,461,000
	2020	1,960	23.65	46,400	TON	\$258		\$11,999,000
PEPPERS	2021	170	15.50	2,690	TON	\$478		\$1,285,000
	2020	520	18.58	9,700	TON	\$513		\$4,973,000

Vegetable Crops

Continued

PRODUCTION						GROSS VALUE		
CROPS	YEAR	HARVESTED ACREAGE	PER ACRE	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL
POTATOES	2021	4,150	25.80	107,100	TON	\$600		\$64,280,000
	2020	5,390	24.80	133,600	TON	\$600		\$80,205,000
PUMPKINS	2021	2,250	24.24	54,500	TON	\$516		\$28,152,000
	2020	2,310	32.55	75,100	TON	\$425		\$31,888,000
SQUASH	2021	1,500	19.58	29,300	TON	\$220		\$6,441,000
	2020	1,400	9.20	12,900	TON	\$722		\$9,295,000
TOMATOES, ALL	2021	18,400	39.38	726,000	TON	\$97.80		\$70,980,000
	2020	15,500	44.22	685,000	TON	\$89.70		\$61,473,000
FRESH	2021	520	35.80	18,500	TON	\$550	\$10,186,000	
	2020	320	35.77	11,600	TON	\$564	\$6,531,000	
PROCESSING	2021	17,900	39.49	707,000	TON	\$85.90	\$60,794,000	
	2020	15,200	44.40	674,000	TON	\$81.60	\$54,941,000	
MISCELLANEOUS	2021	830						\$3,411,000
	2020	910						\$6,700,000
TOTAL	2021	38,800						\$250,386,000
	2020	35,100						\$260,363,000

Numbers may not compute exactly due to rounding



Seed Crops

PRODUCTION					GROSS VALUE			
CROPS	YEAR	HARVESTED ACREAGE	YIELD PER ACRE	UNIT	TOTAL UNITS	VALUE PER UNIT	SUBTOTAL	TOTAL
*MISCELLANEOUS	2021	1,875		CWT				\$4,029,000
	2020	1,850		CWT				\$4,090,000

Numbers may not compute exactly due to rounding

*MISCELLANEOUS includes bean, seed

Field Crops



Leslie Avansino

Farm Manager

As the front office of our farming organization, I have felt that it is my responsibility to educate the public and my sons on how to be a good Advocate. How to speak with tact and kindness, and to tell our story and educate people of our concerns and value. I have learned that Women in Agriculture are strong, smart, and resilient, we have been behind the scenes for a long time and it has become more acceptable for Women to take leadership positions in Agricultural Businesses. Stop preaching to the choir, get out there amongst the non-ag community. We are all connected by Agriculture, and need to share our story. Networking at its finest.

PRODUCTION						GROSS VALUE		
CROPS	YEAR	HARVESTED ACREAGE	PER ACRE	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL
BEANS, DRY, ALL	2021	5,800	1.28	7,900	TON	\$1,320		\$11,131,000
	2020	5,300	1.35	6,800	TON	\$1,410		\$9,552,000
LIMA	2021	2,170	1.51	3,280	TON	\$1,790	\$5,861,000	
	2020	2,110	1.47	3,090	TON	\$1,800	\$5,545,000	
*BEANS, OTHER	2021	3,630	1.15	4,600	TON	\$990	\$5,270,000	
	2020	3,160	1.27	3,700	TON	\$1,080	\$4,007,000	
CORN, GRAIN	2021	18,100	4.90	89,000	TON	\$222		\$19,725,000
	2020	22,300	4.50	101,000	TON	\$197		\$19,777,000
HAY, ALL	2021	46,700	6.28	294,000	TON	\$234		\$68,617,000
	2020	45,600	6.82	311,000	TON	\$184		\$57,158,000
ALFALFA	2021	41,100	6.41	263,000	TON	\$238	\$62,646,000	
	2020	41,700	7.11	297,000	TON	\$185	\$54,968,000	
OTHER	2021	5,670	5.34	30,300	TON	\$197	\$5,971,000	
	2020	3,870	3.63	14,000	TON	\$156	\$2,190,000	
PASTURE & RANGE	2021	135,000			ACRE	\$51.60		\$6,961,000
	2020	135,000			ACRE	\$51		\$6,888,000
IRRIGATED	2021	14,500			ACRE	\$230	\$3,335,000	
	2020	14,500			ACRE	\$225	\$3,263,000	
OTHER	2021	120,000			ACRE	\$30	\$3,600,000	
	2020	120,000			ACRE	\$30	\$3,600,000	
RICE	2021	7,070	4.75	33,600	TON	\$641		\$21,516,000
	2020	4,990	4.39	21,900	TON	\$400		\$8,769,000

Field Crops

Continued

PRODUCTION

GROSS VALUE

CROPS	YEAR	HARVESTED ACREAGE	PER ACRE	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL
SAFFLOWER	2021	2,120	1.37	2,900	TON	\$525		\$1,526,000
	2020	2,260	1.47	3,310	TON	\$469		\$1,555,000
SILAGE, CORN	2021	47,400	27.58	1,307,000	TON	\$40.80		\$53,295,000
	2020	49,200	27.32	1,345,000	TON	\$62.50		\$83,999,000
SILAGE, OTHER	2021	83,000	8.80	729,000	TON	\$54.70		\$39,851,000
	2020	84,000	10.47	882,000	TON	\$44.60		\$39,380,000
WHEAT	2021	19,200	3.13	60,300	TON	\$231		\$13,918,000
	2020	17,500	2.41	42,200	TON	\$183		\$7,714,000
*MISCELLANEOUS	2021	300						\$250,000
	2020	178						\$177,000
TOTAL	2021	365,000						\$236,790,000
	2020	366,000						\$235,304,000

Numbers may not compute exactly due to rounding

*BEANS, OTHER includes blackeye, kidney, garbanzo, and all other beans not listed

*MISCELLANEOUS now includes Sorghum Milo



Other Agriculture

PRODUCTION

GROSS VALUE

CROPS	YEAR	TOTAL	UNIT	VALUE PER UNIT	SUBTOTAL	TOTAL VALUE
BIOMASS/ FIREWOOD	2021	92,500	CORD	\$170		\$15,725,000
	2020	89,750	CORD	\$170		\$15,258,000

Numbers may not compute exactly due to rounding



Nursery

				GROSS VALUE
ITEM	YEAR	QUANTITY SOLD	UNIT	TOTAL
GRAPEVINES, STRAWBERRY PLANTS, FRUIT & NUT TREES	2021	80,686,000	PLANT	\$13,600,000
	2020	81,335,000	PLANT	\$12,972,000
VEGETABLE PLANTS	2021	175,220,000	PLANT	\$9,580,000
	2020	184,573,000	PLANT	\$10,555,000
FLOWERING POTTED PLANTS	2021	3,366,000	EACH	\$11,489,000
	2020	1,807,000	EACH	\$9,405,000
FOLIAGE PLANTS	2021	844,000	EACH	\$7,525,000
	2020	715,000	EACH	\$5,049,000
BEDDING PLANTS	2021	42,000	PLANT	\$905,000
	2020	366,000	PLANT	\$5,085,000
WOODY ORNAMENTALS	2021	8,259,000	EACH	\$54,652,000
	2020	7,436,000	EACH	\$51,770,000
BULBS, RHIZOMES, TURF, CACTUS, ETC.	2021			\$40,404,000
	2020			\$37,419,000
TOTAL	2021			\$138,155,000
	2020			\$132,255,000

Numbers may not compute exactly due to rounding



Apiary

				GROSS VALUE	
ITEM	YEAR	PRODUCTION	UNIT	VALUE PER UNIT	TOTAL
HONEY	2021	4,597,000	LBS	\$2.95	\$13,561,000
	2020	3,960,000	LBS	\$2.80	\$11,088,000
POLLINATION	2021	208,000	HIVE	\$191	\$39,641,000
	2020	198,000	HIVE	\$185	\$36,781,000
*MISCELLANEOUS	2021				\$843,000
	2020				\$802,000
TOTAL	2021				\$54,045,000
	2020				\$48,671,000

Numbers may not compute exactly due to rounding

*MISCELLANEOUS includes pollen, bees, queens, nucleus, colonies, and beeswax



GROSS VALUE						
ITEM	YEAR	NO. HEAD	LIVE WEIGHT	UNIT	VALUE PER UNIT	TOTAL
CATTLE & CALVES	2021	128,000	1,024,000	CWT	\$109	\$111,616,000
	2020	128,000	1,022,000	CWT	\$107	\$109,354,000
SHEEP & LAMBS	2021	9,950	15,100	HD	\$168	\$2,541,000
	2020	9,900	15,300	HD	\$147	\$2,256,000
BROILERS	2021	397,000	1,388,000	LBS	\$1.60	\$2,224,000
	2020	395,000	1,727,000	LBS	\$1.52	\$2,629,000
TURKEYS	2021	204,000	5,426,000	LBS	\$1.12	\$6,078,000
	2020	228,000	4,819,000	LBS	\$0.82	\$3,941,000
*MISCELLANEOUS	2021					\$6,169,000
	2020					\$6,125,000
TOTAL	2021					\$128,628,000
	2020					\$124,305,000

Numbers may not compute exactly due to rounding

*MISCELLANEOUS includes hogs, goats, squab, ducks, and other fowl



GROSS VALUE					
ITEM	YEAR	PRODUCTION	UNIT	VALUE PER UNIT	TOTAL
MILK, ALL	2021	23,830,000	CWT	\$18.70	\$445,621,000
	2020	23,520,000	CWT	\$18.70	\$439,824,000
WOOL	2021	68,000	LBS	\$2.20	\$149,000
	2020	67,000	LBS	\$2.20	\$148,000
EGGS, CHICKEN, ALL	2021	59,020,000	DOZ	\$3.52	\$207,583,000
	2020	60,550,000	DOZ	\$3.00	\$181,649,000
MANURE	2021	220,000	TON	\$4.03	\$886,000
	2020	220,000	TON	\$4.03	\$886,000
TOTAL	2021				\$654,239,000
	2020				\$622,507,000

Numbers may not compute exactly due to rounding

Trading Partners

Top by Number of Phytosanitary Certificates

Countries

Japan	2488	Vietnam	419	Norway	52	Afghanistan	36	Qatar	12	Peru	8
ROK	2268	Netherlands	226	Chile	51	Libya	34	Ukraine	12	Switzerland	8
UAE	938	Morocco	193	Egypt	49	Nicaragua	33	Bangladesh	11	Tunisa	8
India	765	Australia	176	Greece	49	Kuwait	25	Portugal	11	Czech Rep.	6
Canada	696	Israel	150	SA	48	Lithuania	25	DOM REP	10	Nepal	6
Turkey	675	Hong Kong	136	Latvia	46	Indonesia	23	Pakistan	10	Belgium	5
Germany	569	UK	133	Estonia	45	Singapore	23	Lebanon	9	Palestine	4
Italy	566	Thailand	123	NZ	43	Honduras	21	Oman	9	Poland	4
Taiwan	565	Panama	80	Algeria	40	South Africa	21	Bahrain	8	Colombia	3
China	554	Brazil	69	France	40	Georgia	16	Belarus	8	Costa Rica	3
Mexico	466	Philippines	60	Jordan	40	Malaysia	16	Denmark	8	Finland	3
Spain	438	Kazakhstan	58	Guatemala	38	Argentina	12	El Salvador	8	Iraq	3

Total Number of Certificates Issued: 13,866

ROK: Republic of Korea, UAE: United Arab Emirates, UK: United Kingdom, DOM REP: Dominican Republic

Top 5 Exports



Exports by Country



Rice	Tons	Walnuts	Tons	Almonds	Tons	Cherries	Tons	Onions	Tons
Japan	57,322	Italy	3,827	Other Countries	15,817	ROK	4,639	Taiwan	1,644
China	56,827	ROK	3,088	UAE	12,603	Japan	3,566	Panama	977
		Japan	1,720	India	11,502	Mexico	3,074	Guatemala	52
		Germany	1,165	Turkey	10,770	Taiwan	532	DOM REP	22
		Spain	773	Spain	3,881	Australia	207	Mexico	22
		UK	283	Morocco	3,317	Norway	146		
		Israel	239	Italy	3,030	Brazil	101		
		Hong Kong	168	Japan	2,803	Thailand	87		
				Netherlands	2,508	India	13		
				China	2,088				
				Germany	2,024				

Direct Marketing

Mission

The mission of Direct marketing program is to provide professional services to provide safe, quality food supply and an equitable marketplace for California's agriculture.

Agricultural Commissioners Office role

Under this program, the Agricultural Commissioner's office issues Certified Producer and Certified Farmer's Market certificates to producers and market operators. This allows them to market locally produced commodities directly to the public. Consumers get reasonable pricing and access to local fresh produce and gives them the chance to get to know the farmer. The grower benefits as it cuts packaging, labeling and other marketing and middleman cost. Farmer's markets are an essential part for small farmer's livelihood. In San Joaquin County, there are 80 Certified Producers and the county hosts 8 Certified Farmer's Markets.



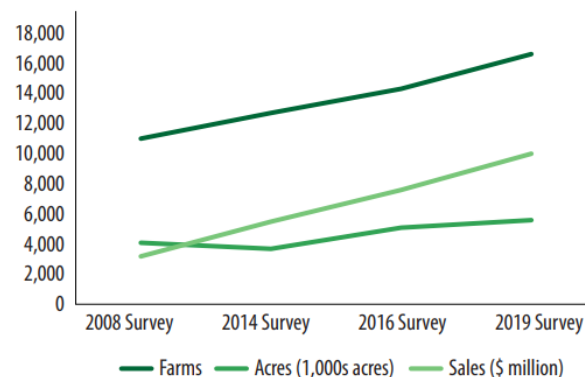
Organic Production

The County Agricultural Commissioner enforces Organic Regulations under the State Organic program. Every person who intends to produce, handle, process and sell their produce as organic must register with the California Department of Food and Agriculture (CDFA) prior to selling their produce and renew annually thereafter.

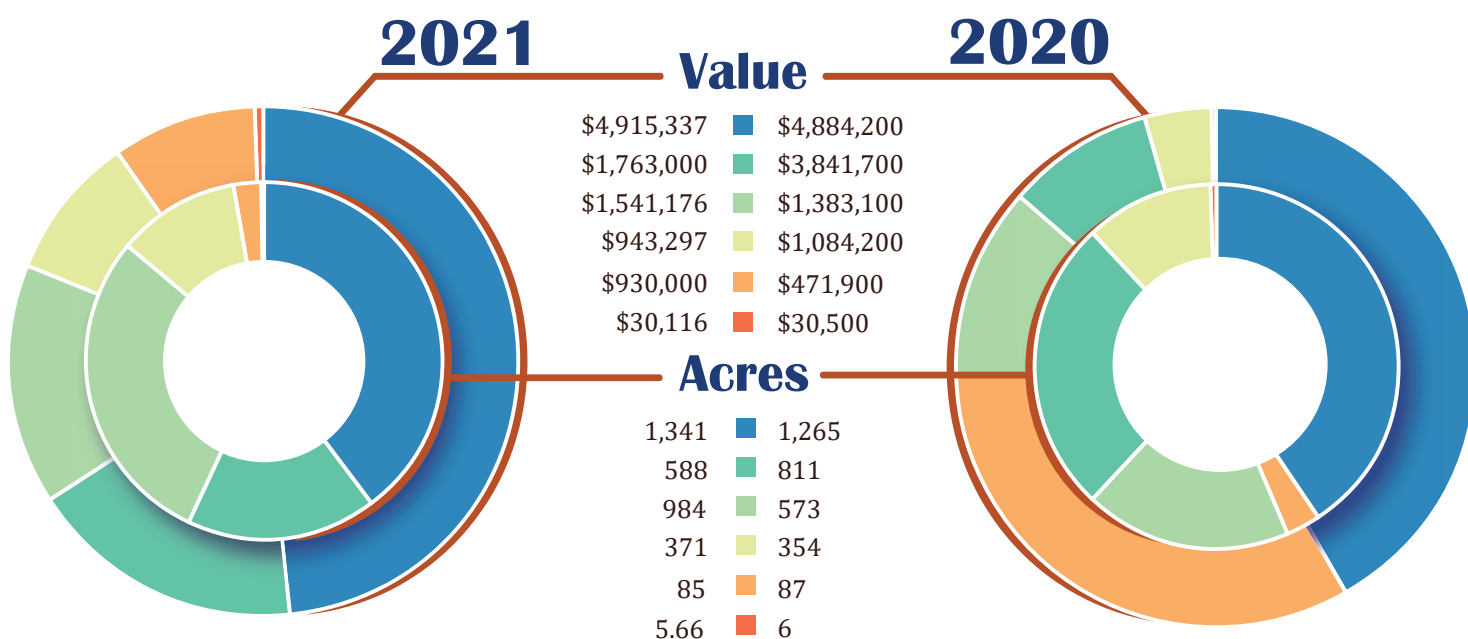
The Agricultural Commissioner's office conducts organic produce inspections, and residue sampling overseen by the California State Organic program. San Joaquin County registered 49 organic producers, 40 organic handlers, and 5 organic processors in 2021. There were 3,375 certified organic acres growing crops with a gross value of \$10,120,000.



Organic Farms, Acres, and Sales, 2008 to 2019



Results from the USDA NASS 2019 Organic Survey

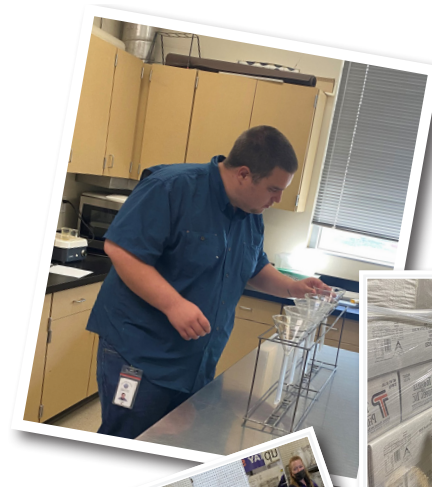


Pest Exclusion

Pest exclusion is our first line of defense against pests that are non-native to San Joaquin County. Our mission is to prevent the introduction and spread of exotic pests within the County. Our Agricultural Biologists conduct multiple inspections throughout the County at our multiple parcel facilities, nurseries, and other various shipping locations.

Pests Intercepted

Pest	Finds	Rating
 Lesser Snow Scale	17	A
 Cockerell Scale	3	A
 Boxwood Scale	3	A
 Peacock Mite	1	A
 Black Thread Scale	1	A
 Gray Pineapple Mealybug	1	A
 Rufous Scale	1	A
 Insect Eggs	41	Q
 Larva	1	Q
 Male Pupae	1	Q
 Proconiinae Eggs	1	Q



Shipments Inspected

Type	Inspected	
Parcel	7,279	
Nursery Blue Tag	2,491	
Truck	456	
Air Freight	208	
Sea Freight	17	
Seed Shipments	259	
Spongy Moth	6	

Pest Detection

Pest detection is the second line of defense protecting our agricultural industry against invasive pests that can be devastating to our agricultural economy. Early detection and localized eradication is essential to stop an infestation from becoming established. Being able to prove to our trade partners that exotic pests do not reside in San Joaquin County is necessary for us to export the many commodities we grow. In 2021, San Joaquin County pest detection surveyors placed and monitored a total number of 15,528 traps for the following pests:

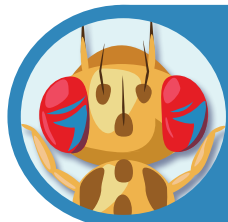


General Fruit Fly

Trapping Season: April-Oct
Host: Fruit Trees
Trap Type: Champ Trap
Traps Deployed: 250

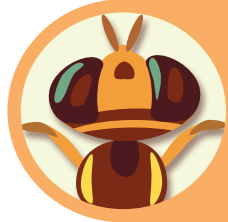
General Fruit Fly

Trapping Season: June-Sept
Host: Fruit Trees
Trap Type: McPhail Trap
Traps Deployed: 350



Mediterranean Fruit Fly

Trapping Season: April-Oct
Host: Fruit Trees
Trap Type: Jackson Trap
Traps Deployed: 625



Oriental Fruit Fly

Trapping Season: April-Oct
Host: Fruit trees
Trap Type: Jackson Trap
Traps Deployed: 625



Melon Fruit Fly

Trapping Season: June-Sept
Host: Vegetable Garden
Trap Type: Jackson Trap
Traps Deployed: 350



Japanese Beetle

Trapping Season: June-Sept
Host: Turf/Landscape
Trap Type: Japanese Beetle Trap
Traps Deployed: 250

Western Cherry Fruit Fly

Trapping Season: March-Dec.
Host: Cotton
Trap Type: Boll Weevil Scout
Traps Deployed: 330



Spongy Moth

Trapping Season: June-Sept
Host: Shade Trees
Trap Type: Delta Trap
Traps Deployed: 250



European Grapevine Moth

Trapping Season: Feb-Sept
Host: Vineyards
Trap Type: Red Delta Trap
Traps Deployed: 1,750



Light Brown Apple Moth

Trapping Season: April-Oct
Host: Fruit trees
Trap Type: Jackson Trap
Traps Deployed: 685



Asian Citrus Psyllid

Trapping Season: Year round
Host: Citrus
Trap Type: Yellow Panel Trap
Traps Deployed: 657



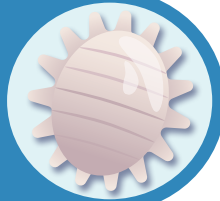
Glassy Winged Sharpshooter

Trapping Season: Feb-Oct/April-Oct
Host: Ornamentals
Trap Type: Yellow Panel
Traps Deployed: 3,004



Vine Mealybug

Trapping Season: Feb-Sept
Host: Vineyards
Trap Type: Red Delta Trap
Traps Deployed: 3,326



Apple Maggot

Trapping Season: Feb-Sept
Host: Vineyards
Trap Type: Red Delta Trap
Traps Deployed: 3,326



Spotted Lanternfly



Preferred Host: Tree of Heaven

The Spotted Lanternfly (SLF), *Lycorma delicatula*, is an invasive planthopper native to China, first detected in Berks County, Pennsylvania in 2014. Despite tremendous quarantine efforts, the Spotted Lanternfly continues to spread beyond Pennsylvania and into nine other states. In June 2021, the CDFA declared a State Exterior Quarantine to prohibited introduction of the spotted lanternfly.

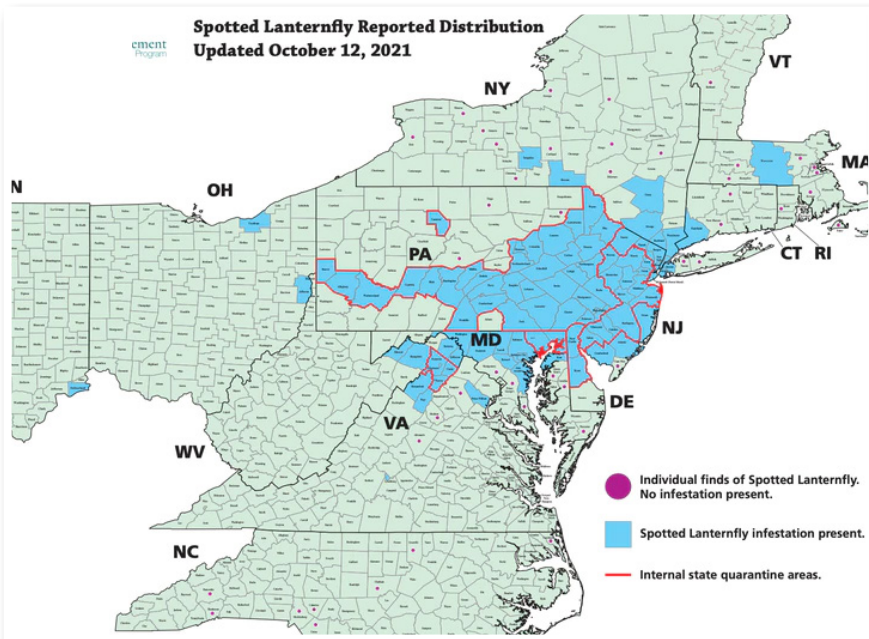


Illustration courtesy of New York State Integrated Pest Management Program

The California Department of Food and Agriculture (CDFA) is protecting the state from spotted lanternfly through inspections, visual surveys, training, research, outreach, and education. Public efforts will play an important role in preventing the spread. If you suspect seeing any signs of spotted lanternfly, please contact your local Agricultural Commissioner's Office or call the CDFA Pest Hotline at 1-800-491-1899.

Pictures obtained from CDFA website unless otherwise stated

The SLF is closely related to cicadas, brown marmorated stink bugs, aphids and leafhoppers. If introduced into California, SLF may cause substantial damage to our agricultural industry, specifically grapes, due to its specialized, sap sucking mouthparts and the resulting mold that develops from its honeydew excrement often killing vines and making the fruit useless.

Life Stages



September—June
Egg Masses



April—July
Early Nymph



July—September
Late Nymph



July—December
Adult

Our Partners at UCCE

Brenna Aegerter, Ph.D.

Farm Advisor



I attended UC Davis and received my B.S. in Plant Science, I then continued to receive my M.S. in Plant Pathology and eventually my Ph.D. in Plant Pathology. Through working on various grower-funded research projects during my time at UC Davis, I discovered my love for Agricultural Research with a practical use. I have been a Farm Advisor with UCCE for 16 years and counting. I deal with all our local vegetable crops, but much of my time is spent on tomatoes, and until recently asparagus.

During my day to day activities, I am able to help the local AG industry by being able to provide information to our San Joaquin County growers. When research-based information isn't available, then we are able to do our own

research, with cooperation from the producers, to bring a solution to their issues.

I specialize in pest management and variety selection. I am able to work one on one with many SJC growers by making farm calls and consulting. Much of our funding comes directly from the growers themselves so it is extremely beneficial to us to have positive relationships with them.

It is an honor that the producers of San Joaquin County trust my opinions enough to continue to help fund my research and feel confident in my ability to help them. The closeness that the UCCE has had with growers has allowed us to continue growing those important relationships. My advice for anyone wanting to become involved in AG is to continue to try new things. There are so many more jobs in AG than just being a farmer. Don't be scared to find something that plays to your strengths.



Michelle Leinfelder-Miles, Ph.D.

Delta Crops Resource Management Advisor



I grew up in the San Joaquin County on a farm. My family still farms in San Joaquin County. I received my undergraduate degree from UC Davis. in Crop Science. I then continued onto Cornell University and received my M.S. and Ph.D. in Horticulture. While at Cornell, I worked with apple growers on soil management in the orchards. I also researched crops in Spain, Chile and New Zealand.

I returned to CA for a one-year fellowship with the state doing science policy, and now I work as a Delta Crops Resource Advisor with UCCE. My focus is soil and water quality in field crops such as grains and forages. Being able to work with the San Joaquin County growers has given me many first hand experiences. I have

used skills learned from my policy fellowship and my experiences working with Delta farmers to communicate the importance of agriculture and resource management to regulators at State Water Board Hearings. I love that working in AG in San Joaquin County because it allows me to be close to my family and continue to work in the science field that I love. For anyone wanting to get into AG I recommend trying to gain as much experience as you can. Internships of all kinds are always a good way to gain experience and find what you are passionate about.

Weights and Measures

Measuring up to the New Normal

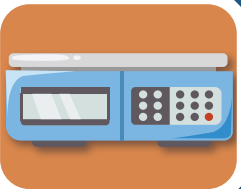
The Division of Weights and Measures is mandated by state law to protect the economic interest of buyers and sellers in every commercial transaction involving the exchange of goods, property, and services. Our mission is to promote equity, protect consumers and businesses alike, and enforce state laws and regulations to safeguard the economic health of every citizen and business in the county.



2021 Division Highlights

This year the Division observed an upswing in new businesses in the retail motor fuel program. With new gas stations opening or under construction throughout the county, the program will grow by over 500 more dispensers. The Department also acquired some new equipment this year. We replaced our heavy capacity weight truck used to test large capacity scales such as vehicle and livestock. We also purchased a new test device used to inspect and test electric vehicle charge stations.

Device Inspections

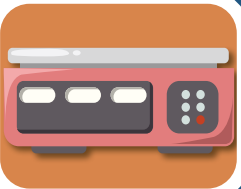


Computing Scales

Inspected: 1,646
Compliance: 97.9%

Retail Fuel Dispensers

Inspected: 6,849
Compliance: 93.4%

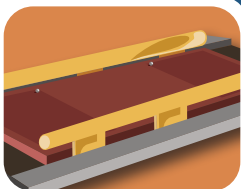
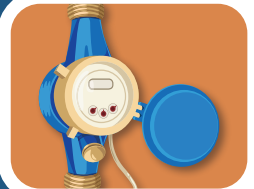


Counter Scales

Inspected: 436
Compliance: 92.4%

Retail Water Meters

Inspected: 140
Compliance: 94%

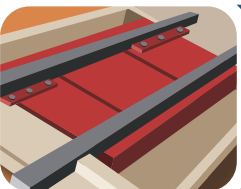


Vehicle Scales

Inspected: 321
Compliance: 95%

Taximeters

Inspected: 18
Compliance: 100%



Railroad Scales

Inspected: 20
Compliance: 100%

Total Inspections: 12,892

Average Compliance: 93.8%

San Joaquin County Ag Facts

Our Mission is to promote and protect the health, safety, and welfare of the citizens of San Joaquin County and our agricultural community.

County Seat

Stockton

Incorporated Cities

Escalon, Lathrop, Lodi, Manteca, Ripon, Stockton, Tracy

Unincorporated Cities

Acampo, Clements, Collierville, Farmington, French Camp, Linden, Lockeford, Morada, Mountain House, Thornton, Victor, Waterloo, Woodbridge

San Joaquin County Population

745,424 (2017 Census)

Lowest Elevation

12 feet below sea level, located in the Delta area

Highest Elevation

3,065 feet above sea level, located in the Southwest Hills



In Partnership With

Almond Alliance, of California, American Ag Credit, California Cherry Board, California Walnut Board, Lodi Winegrape Commission, Lodi District Grape Growers Association, San Joaquin County Cooperative Extension, San Joaquin Delta College Students, San Joaquin Farm Bureau
Cover Photo: Delta College Students



— Visit our Website —

