

# SAN MATEO COUNTY



## 2020 AGRICULTURAL CROP REPORT

# DEPARTMENT OF AGRICULTURE/WEIGHTS & MEASURES

Karen Ross, Secretary  
California Department of Food & Agriculture  
and

San Mateo County Board of Supervisors  
Dave Pine, District 1  
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Don Horsley, District 3  
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It is my pleasure to present the 2020 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 2020 was \$93,156,500, a decrease of 28.5% from 2019. 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.

Vegetables and Floral and Nursery Crops, the two commodity groups that make up 86% of San Mateo County's production value, posted significant losses. Floral and Nursery Crops reported the largest downturn with a decrease in production valued at \$32 million, due in part to market closures early in the pandemic and the closing of a leading wholesale indoor decorative potted plant producer. Vegetables declined by \$4.4 million with a corresponding drop in acreage in response to the transition of land out of row crop production and unpredictable consumer demand. We will continue to see fluctuations in Forest Products considering the 2020 CZU fire and changing forest management policies. On the bright side, Livestock and Livestock Products and Apiary posted increases in both to the number of producers in the market and the overall production value.

The challenges of 2020 have made us look at the world differently, but one thing that became abundantly clear is that a stable food supply and the employees that support it are critical to our national security. Unlike other industries, agricultural workers were not able to work at home or inside where air was filtered from wildfire particles. This left these critical industries competing for protective equipment with other frontline essential workers. As we look to the future, we will have to collectively and continually innovate to protect the limited resources essential to the agricultural economy; land, air, water, and people.

I wish to express my gratitude to the agricultural community for sharing their business information, for without their contributions this report would not be possible. Special recognition goes to my staff Kelly Mayer, Jenny Gossett, and Michael Wong for their dedication, creativity, and attention to detail in compiling this report.

Respectfully submitted,

Koren J. Widdel  
Agricultural Commissioner  
Sealer of Weights and Measures

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# COVID-19 AND FIRE RESPONSE

## It Takes a Village

San Mateo County farmers faced many difficult obstacles in 2020 due to the COVID-19 pandemic that began in March, the CZU Lightning Complex Fire that burned in August and September, and the continued drought. Agriculture was designated as a critical infrastructure sector and its workforce as essential by the Governor's executive order as they continued to feed the country and beyond. The designation not only included traditional farms but others that contributed to getting food to the nation's table such as pest management, processing, packing, inspection and distribution.

Early in the pandemic, little was known about how the virus was transmitted and supplies of basic protective equipment were depleted leaving essential workers of agriculture vulnerable against this unknown threat. The community came together to form coalitions along with existing local community-based organizations (CBO) and government agencies to gather needed supplies, develop farmworker specific COVID-19 information pamphlets and mobilize testing on the farms. The San Mateo County (SMC) Department of Agriculture/Weights & Measures, supplied by California Office of Emergency Services (CalOES) and California Department of Food and Agriculture (CDFA), was able to distribute cloth and single use surgical masks to farmworkers to stop the spread of the COVID-19 virus and N-95s for protection of pesticide applicators.

The immediate impact of the COVID-19 pandemic on San Mateo County's agriculture industry was the instantaneous change in demand for fresh agricultural products. While farming could continue under the Governor's executive order, their customers could not. Restaurants and schools were closed, and customers uncertain of what was to come looked for more shelf-stable products. Most farms responded to this change by planting fewer acres. Society reconsidered where their produce was grown and learned to appreciate what it meant to be local and sustainable. Some farms were able to capitalize on this focus and modify their operation and increase direct sales to consumers through Community Supported Agriculture subscriptions and Certified Farmers' Markets.

Local non-profits played a key role in supporting the community through the events of 2020. CBOs like Puente de la Costa Sur, Coastside Hope, and Ayudando Latinos a Soñar (ALAS), supported families on the Coast, many of them farmworkers, and had the existing network to facilitate quick distribution of information and supplies. This made them the perfect conduit for providing needed wrap-around services to the community. With the backing of the county Board of Supervisors, Health Department and Healthcare for the Homeless/Farmworker Health (HCH/FW), Office of Community Affairs, Office of Emergency Services, Agriculture/Weights & Measures, and City of Half Moon Bay, they were able to provide expedited COVID-19 information and testing, PPE distribution, financial support for lost wages, rental relief, shelter for quarantined individuals, and food distribution services. This network would prove fundamental in protecting the County's agricultural community during the CZU Lightning Complex Fire and vaccination rollout in 2021.

Just as everyone started to get comfortable with the new norm of the pandemic, in August 2020 a lightning storm hit the Santa Cruz mountains and coupled with drought conditions set off one of the worst fire seasons in recent history. The CZU Lightning Complex Fire grew to 86,000 acres between San Mateo and Santa Cruz counties. The quaint farming town of Pescadero, surrounded by burning mountains on one side and ocean on the other, was cut off from access to markets via Highway 1 during harvest season. Expansive and persistent evacuation orders left livestock and crops unattended and in need of water. While the firefighters, Sheriff's Office and CA Highway Patrol held the line, the CBOs set up evacuation centers for the people of the South Coast. The volunteers of the Large Animal Evacuation Group tended to and evacuated livestock to the Cow Palace, and Agriculture/Weights & Measures assisted in establishing access for growers to mitigate further crop loss. CalOES and CDFA, with distribution through the local Agricultural Commissioners Offices, allocated N-95s for farms and their employees to protect against wildfire smoke throughout the State. In the end, the total loss in agricultural production, not including timber or structures, was \$1.1M. In San Mateo County alone an estimated 214,000 million board feet equaling \$203M worth of timber was lost.

As the year came to a close, hope arrived in the form of a shot in the arm. The designation of the Food and Agriculture sector as essential infrastructure ensured farmworkers were given priority access to the COVID-19 vaccine. In February and March of 2021, SMC Health Department and HCH/FW with the assistance of Puente de la Costa Sur, Coastside Hope and Agriculture/Weights & Measures organized and administered thousands of vaccines for employees of the Food and Agriculture sector. Mobile vaccine clinics went to over 40 farms and distributed vaccines for 800 farmworkers, and additionally provided mobile clinics for fishermen at Pillar Point Harbor and produce wholesalers at Golden Gate Produce Terminal.

Momentous relationships were forged between local government service workers, community agencies and the agricultural community in 2020 reminding us of how much difference each person can make, and when our abilities are sown together, we can endure the challenges. Thank you to all our farmers and farmworkers for keeping food on the shelves, and to our government and community service workers for moving forward through uncharted territory with unwavering support. It has been and continues to be a humbling experience.

# FLORAL AND NURSERY CROPS

## INDOOR GROWN

Crop	Year	Square Feet	Total Value
Flowering and Foliage Potted Plants <sup>1</sup>	2020	1,882,000	\$36,838,000
	2019	4,738,000	\$66,059,000
Cut Flowers <sup>2</sup>	2020	1,240,000	\$1,888,000
	2019	830,000	\$2,324,000
Bedding Plants, Cuttings, Other <sup>3</sup>	2020	531,000	\$5,619,000
	2019	264,000	\$3,914,000
TOTAL	2020	3,653,000	\$44,345,000
	2019	5,832,000	\$72,297,000

<sup>1</sup>Includes Campanula, Lilies, Orchids, Succulents, etc.

<sup>2</sup>Includes Alstroemeria, Freesia, Hemp, Lilies, Ranunculus, etc.

<sup>3</sup>Includes Herbs, Seeds, Succulents, Vegetables, etc.



## Ornamental Obstacles

Predictability at the mercy of climate makes agriculture risky as is, but add a pandemic and fires, and producers must scramble to survive. Plans based on contracts and trends were in a lurch when the pandemic hit, and the only thing left to do was reinvent on the fly or miss out on the rebound. Shutdowns in the beginning of the year left growers in a conundrum of how much to plant to ride out the future. Potted plant growers continued to diversify beyond ornamentals and indoor vs outdoor grows fluctuated. Once summer hit and the world readjusted to their new norms, love for beautiful life reignited the potted plant and cut flower industry and growers faced a new, but welcoming challenge... adjusting to keep up with demand. Although the increased sales may not have made up for spring losses, it certainly was welcome to stem the flow.

# FLORAL AND NURSERY CROPS

## Bringing it Home

Spending more time at home upped the game for home improvements across all sectors. Suddenly all the empty corners and landscaping projects stared back when taking a moment away from the endless online meetings. Colorful floral arrangements became a part of background videos. Enthusiasts were grown from people that had either never gardened or just dabbled and found a new fulfilling hobby to pass the time, liven up the landscape, and offset some grocery store purchases. Cut flower growers lost wedding arrangements and wholesale markets but found direct-to-customer sales with eager buyers looking to improve their outlook on the year with color and nature's wonders.



## OUTDOOR GROWN

Crop	Year	Acres	Total Value
Ornamental Nursery Stock <sup>1</sup>	2020	77	\$10,275,000
	2019	80	\$13,507,000
Christmas Trees (cut)	2020	151	\$369,000
	2019	151	\$330,000
Cut Flowers <sup>2</sup>	2020	178	\$3,076,000
	2019	180	\$3,934,000
TOTAL	2020	406	\$13,720,000
	2019	411	\$17,771,000

<sup>1</sup>Includes herbaceous perennials, shrubs and trees.

<sup>2</sup>Includes Dahlias, Hydrangeas, Ranunculus, Sunflowers, etc.



## VEGETABLE CROPS

Crop	Year	Acres	PRODUCTION		Unit	VALUE	
			Per Acre	Total		Per Unit	Total
Artichokes	2020	46	2.40	110	Ton	\$2,698	\$297,000
	2019	47	2.49	117	Ton	\$2,366	\$277,000
Beans, Fava	2020	176	2.34	412	Ton	\$1,547	\$637,000
	2019	259	3.51	909	Ton	\$1,088	\$989,000
Beans, Snap	2020	36	2.42	87	Ton	\$2,750	\$239,000
	2019	43	2.63	113	Ton	\$1,585	\$179,000
Brussels Sprouts	2020	576	12.18	7,016	Ton	\$1,355	\$9,507,000
	2019	802	11.80	9,464	Ton	\$1,423	\$13,467,000
Leeks	2020	77	13.58	1,046	Ton	\$1,193	\$1,248,000
	2019	67	13.61	912	Ton	\$1,001	\$913,000
Peas	2020	124	0.75	93	Ton	\$5,770	\$537,000
	2019	121	1.77	214	Ton	\$1,894	\$405,000
Pumpkins	2020	160	6.83	1,093	Ton	\$1,133	\$1,238,000
	2019	182	7.35	1,338	Ton	\$1,017	\$1,361,000
Miscellaneous Vegetables (Field and Indoor Grown <sup>1</sup> )	2020	350					\$8,572,000
	2019	377					\$9,123,000
TOTAL	2020	1,545					\$22,275,000
	2019	1,898					\$26,714,000

<sup>1</sup>Includes Herbs, Kale, Lettuce, Mushrooms, Peppers, Squash, Tomatoes, etc.

## FRUIT AND NUT CROPS

Crop	Year	Acres	Total Value
Wine Grapes, Red Varietals	2020	137	\$1,044,000
	2019	141	\$1,131,000
Wine Grapes, White Varietals	2020	39	\$268,000
	2019	40	\$210,000
Miscellaneous <sup>1</sup>	2020	139	\$2,208,000
	2019	127	\$2,091,000
TOTAL	2020	315	\$3,520,000
	2019	308	\$3,432,000

<sup>1</sup>Includes Apples, Berries, Chestnuts, Stone Fruits, etc.

### Pivotal Moments

As many farmers approach the succession crossroads, we have seen some larger acreage vegetable growers cut back cultivation and sell lands or give up leases to newer growers. Just as the dust settled into the pandemic ways and farmers were well on their way through harvests, the CZU Complex fires started in San Mateo County mid-August. With the main highway closed, trucks packed with harvested crops were left with no way out. Fortunately, the fires spared most of the non-forested cultivated lands, but the resulting heavy smoke spoiled many fruits including wine grapes still a month or more away from harvest. The agricultural community came together to get through yet another disaster; comradery and support poured in from all sides to help restore balance to farmworkers and landowners. Once again, overall grower sales success through these disasters was highly attributable to direct sales at Certified Farmers' Markets and CSA box subscriptions.





## Out to Pasture

The meat industry got hit as well with the trifecta of disasters in 2020. With auctions closed or prices too low, many ranchers held on to their stock, while those with custom slaughter and direct sales brought overall values higher than ever. Lands previously used for vegetable and cut flower crops became pasture for an expanding poultry industry. As interest in home cooking peaked during lockdown, so did finding local, quality pasture-raised livestock and eggs.

Field crops experienced gains and losses throughout the year. Dry beans sold directly brought per unit values up, grain producers refrained from planting, and drought reduced hay production as well as increased need for more irrigated pasture. Overall land values increased as well as reporting for pasture.

## LIVESTOCK

Commodity	Year	Number Head Sold	Total Value
Cattle and Calves	2020	1,350	\$3,542,000
	2019	1,677	\$2,208,000
Other <sup>1</sup>	2020	65,598	\$2,043,000
	2019	12,463	\$839,000
TOTAL	2020	66,948	\$5,585,000
	2019	14,140	\$3,047,000

<sup>1</sup>Includes Goats, Lambs, Pigs, Poultry, etc.

## LIVESTOCK PRODUCTS AND APIARY

Commodity	Year	Production	Per Unit	<u>VALUE</u> Total
Honey	2020	41,000 lbs	\$11.10	\$455,000
	2019	39,000 lbs	\$10.42	\$406,000
Other <sup>1</sup>	2020			\$948,000
	2019			\$805,000
TOTAL	2020			\$1,403,000
	2019			\$1,211,000

<sup>1</sup>Includes Beeswax, Cheese, Eggs, Wool, etc.



## FIELD CROPS

Commodity	Year	Acres	PRODUCTION			VALUE	
			Per Acre	Total	Unit	Per Unit	Total
Beans, Dry <sup>1</sup>	2020	101	0.79	80	Ton	\$8,700	\$696,000
	2019	109	0.70	76	Ton	\$5,855	\$445,000
Grain <sup>2</sup>	2020	66	1.64	108	Ton	\$306	\$33,000
	2019	189	1.36	257	Ton	\$1067	\$274,000
Oat & Rye	2020	478	2.00	956	Ton	\$192	\$184,000
Hay	2019	518	2.32	1,202	Ton	\$187	\$225,000
Volunteer	2020	155	1.66	257	Ton	\$106	\$27,200
	2019	150	1.71	257	Ton	\$104	\$26,700
Irrigated	2020	257				\$157	\$40,300
	2019	175				\$155	\$27,100
Other	2020	26,852				\$24	\$644,000
	2019	24,567				\$20	\$491,000
TOTAL	2020	27,909					\$1,624,500
	2019	25,708					\$1,488,800

<sup>1</sup>Includes Cranberry, Gigante, Romano, Scarlet Runner, etc.

<sup>2</sup>Includes Barley, Oats, Quinoa, Rye and Wheat



## FOREST PRODUCTS

Year	Board Feet	Total Value
2020	1,114,000	\$684,000
2019	5,402,000	\$4,381,000

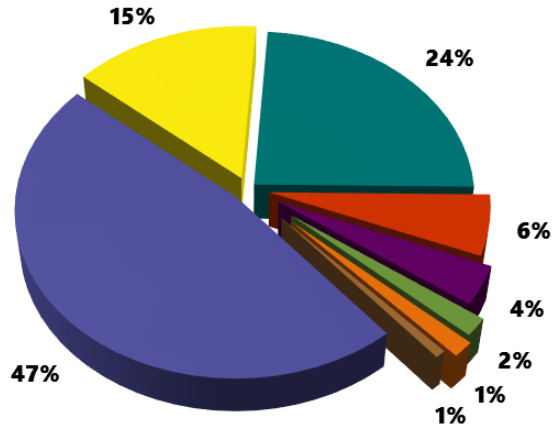


## COMMERCIAL FISH CATCH

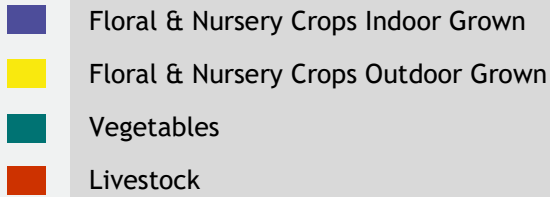
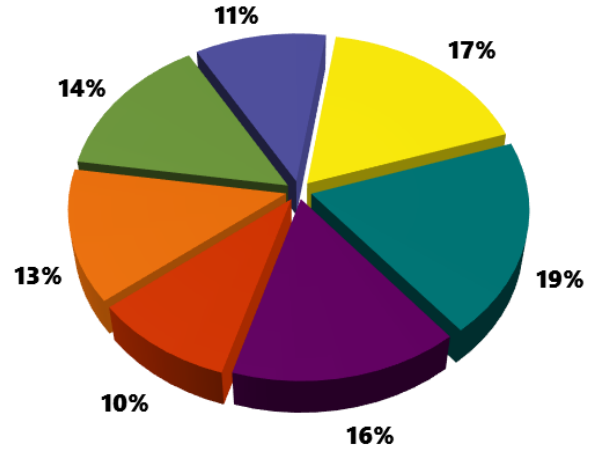
Species	Year	Pounds	Value	Species	Year	Pounds	Value
Crab, Dungeness	2020	684,019	\$2,687,694	Anchovy	2020	509,172	\$40,124
	2019	1,379,837	\$4,788,912		2019	1,756,152	\$87,808
Salmon, Chinook	2020	433,062	\$3,538,946	Crab, Rock (unspecified)	2020	12,304	\$28,290
	2019	495,488	\$3,213,088		2019	28,989	\$58,891
Halibut, California	2020	91,056	\$453,236	Sea Urchin	2020	9,645	\$58,596
	2019	65,284	\$348,187		2019	6,506	\$56,606
Prawn, Spot	2020	1,447	\$25,737	Tuna, Albacore	2020	28,672	\$83,993
	2019	19,377	\$337,511		2019	22,074	\$55,727
Squid, Market	2020	4,925,740	\$2,909,702	Lingcod	2020	11,036	\$17,704
	2019	446,020	\$223,855		2019	12,723	\$24,035
Sole, all	2020	182,038	\$168,450	Miscellaneous	2020	13,905	\$7,502
	2019	224,217	\$207,685		2019	22,626	\$19,596
Rockfish, all	2020	220,307	\$175,671	Sanddab	2020	9,636	\$4,779
	2019	291,920	\$194,340		2019	32,818	\$15,880
Sablefish	2020	68,086	\$214,042	Flounder, all	2020	5,770	\$6,319
	2019	42,918	\$121,122		2019	7,543	\$6,573
Grand Total		2020				7,205,895 lbs	\$10,420,785
			2019			4,854,492 lbs	\$9,759,816

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

## Agricultural Production Values



## Producers Per Commodity Group



## GROSS PRODUCTION VALUE

Commodity Group	2020	2019
Floral and Nursery Crops	\$58,065,000	\$90,068,000
Vegetables	\$22,275,000	\$26,714,000
Livestock	\$5,585,000	\$3,047,000
Fruit and Nut Crops	\$3,520,000	\$3,432,000
Field Crops	\$1,624,500	\$1,488,800
Livestock Products and Apiary	\$1,403,000	\$1,211,000
Forest Products	\$684,000	\$4,381,000
<b>Total</b>	<b>\$93,156,500</b>	<b>\$130,341,800</b>

# 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 agricultural shipments at entry points 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	25,126	107	18
Truck	855	35	26
Air	2,943	23	38
Sea Containers	5	0	0
Household Goods (Gypsy Moth)	15	0	0
Nursery Stock (GWSS)	2,405	0	0

## EXOTIC PESTS INTERCEPTED

### A - Rated Pests (Number of times intercepted)

*Acalitus phloeocoptes* eriophyid mite (4)  
*Aulacaspis tubercularis* armored scale (2)  
*Ceroplastes floridensis* Florida wax scale (4)  
*Ceroplastes rusci* fig wax scale (1)  
*Ceroplastes stellifer* stellate scale (1)  
*Cylas formicarius* sweet potato weevil (2)  
*Dysmicoccus grassii* mealybug (1)  
*Pinnaspis strachani* lesser snow scale (7)  
*Pseudaulacaspis cockerelli* magnolia white scale (2)  
*Pseudococcus jackbeardsleyi* mealybug (1)  
*Pseudaonidia trilobitiformis* trilobe scale (1)  
*Radopholus similis* burrowing nematode (2)  
*Rotylenchulus reniformis* reniform nematode (1)  
*Rubrocuneocoris calvertae* plant bug (1)  
*Selenaspidus articulatus* rufous scale (1)  
*Zachryia provisoria* Cuban brown snail (4)

### Q - Rated Pests (Number of times intercepted)

*Aleyrodidae* whiteflies (1)  
*Aphididae* aphids (6)  
*Cicadellidae* leafhoppers (3)  
*Coccidae* scales (5)  
*Crambidae* moth (1)  
*Diaspididae* armored scales (26)  
*Formicidae* ants (4)  
*Gastropoda* snails & slugs (9)  
*Gelechiidae* gelechiid moths (1)  
*Geoplanidae* flatworms (1)  
*Gracillariidae* leafminer moths (2)  
*Oecophoridae* concealer moths (2)  
*Ortheziidae* ensign scales (2)  
*Pieridae* pierid butterflies (1)  
*Pseudococcidae* mealybugs (10)  
*Tetranychidae* spider mites (6)  
*Thysanoptera* thrips (3)  
*Yponomeutidae* ermine moths (1)  
*Unknown* egg masses (6)



Magnolia White Scale photo courtesy of Jeffrey W. Lotz, Florida Department of Agriculture and Consumer Services, Bugwood.org

A-rated pests and diseases are of known economic significance requiring containment, eradication and rejection.

Q-rated pests and diseases are suspected to cause economic significance requiring containment, eradication and rejection.

# PEST DETECTION

The Pest Detection staff place and monitor insect traps throughout San Mateo County to find pests before infestation takes hold. In 2020, 4,068 traps were put in host plants and serviced 55,268 times. No harmful insect plant pests from the targeted list below were found by pest detection staff.

*Mediterranean Fruit Fly*  
photo courtesy of Scott Bauer, USDA  
Agricultural Research Service, Bugwood.org



Asian Citrus Psyllid	Japanese Beetle
European Corn Borer	Khapra Beetle
European Grape Vine Moth	Mediterranean Fruit Fly
European Pine Shoot Moth	Melon Fly
Glassy-winged Sharpshooter	Mexican Fruit Fly
Gypsy Moth	Oriental Fruit Fly
Fruit Fly Species of <i>Bactrocera</i> , <i>Dacus</i> , <i>Ceratitis</i> , and <i>Anastrepha</i>	

# WEED MANAGEMENT

San Mateo County Department of Agriculture continued to serve as lead for the San Mateo County Weed Management Area (WMA) Group that brings together people and organizations interested in managing noxious weeds to improve the economic, aesthetic, and environmental health of the county. For the second year in a row we obtained California Department of Food and Agriculture (CDFA) Noxious Weed Grant Project funding, awarded to eradicate heart-podded hoary cress (*Lepidium draba*) in an agricultural field and map county-wide noxious weeds. Work advanced on previous grant recipient projects to restore native plant cover in Edgewood County Park and Natural Preserve and control Jubata Grass (*Cortaderia jubata*) at Montara State Beach. The department continued eradication efforts for Fertile Capeweed (*Arctotheca calendula*) in Bean Hollow and Skeletonweed (*Chondrilla juncea*) around Edgewood Road and Highway 280.



Jubata Grass



Hoary Cress



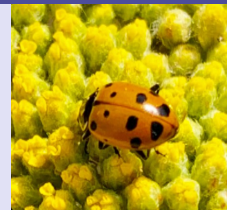
Fertile Capeweed



Skeletonweed

# 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. IPM methods used by San Mateo County producers include:



Botanical Extracts	Climate Controls	Companion Planting	Cover Crops	Crop Rotation	Deer Fencing
Diatomaceous Earth	Hedgerows	Insect Growth Regulators	Insecticidal Soaps	Mowing	Mulching
Owl Boxes	Parasitic Insects	Pheromone Traps	Predator Control	Refined Oils	Row Covers
Soil Steam Sterilization	Solarization	Sticky Traps	Torching Weeds	Vacuuming	Vertebrate Traps

## ORGANIC FARMING



In 2020, the organic agricultural land in production was an estimated 689 acres (excluding rangeland) totaling an estimated gross production value of \$13,259,000. These values represent an increase in both acreage and sales over the previous year, with the overall value up 12.9% due to direct marketing. In 2020, San Mateo County had 27 registered organic producers.

## DIRECT MARKETING

San Mateo County's small farming community is well-versed in sales diversification. Utilizing tools such as direct marketing in the face of pandemic uncertainty was key to success for many in what could have been a make or break year. Direct marketing in agriculture occurs when the farm directly sells to the consumer. The most popular means of direct sales are through Certified Farmers' Markets, Community Supported Agriculture, and U-pick commodities onsite. These methods reduce packaging and transportation costs, provide a great way to access the freshest produce, flowers, and meat, and support the local economy.



**Certified Farmers' Markets** (CFMs) experienced their share of ups and downs due to the COVID-19 pandemic. Typically, consumer traffic at CFMs increases in the spring, just as the state's shelter-in-place order began in mid-March. This resulted in a slow start to the season, delays in openings of some CFMs, and long-term closures of others. However, business increased dramatically throughout the year as people were spending most of their time at home and cooking more often. CFMs put in place extra public health precautions such as limited numbers of people in the market at any one time, required masks, hand sanitizing stations, one-way traffic, and hands-off shopping in order to comply with health codes and to protect the public and workers from infection.

San Mateo County Biologists issued 47 Certified Producer Certificates which detail the agricultural products and estimated production of each item sold at a CFM, all of which are verified by farm site visits. Certified Producers sell commodities of their own production that are grown or raised in California. For details on CFMs located within San Mateo County, please visit:

<https://agwm.smcgov.org/find-certified-farmers-market>



**Community Supported Agriculture** (CSA), also known as crop sharing, is a subscription-based service where consumers pre-pay to receive agricultural goods from a producer at a chosen pick-up location on a regular schedule. CSAs bring in cash flow earlier in the season giving farmers assurance in planning, resulting in better use of resources. They also encourage partnerships with consumers learning more about the land and commodities offered, and between neighboring producers that may have different commodities to add to the share.



**U-pick** options have expanded in recent years. From annual trips to pumpkin farms and Christmas tree lots to local grown berries, chestnuts, flowers and vegetables, San Mateo County farms offer many choices for the hands-on experience. The connection of food to the source while collecting your bounty at the farm fosters appreciation of the wonders of agriculture enjoyed by all ages.

For information on CSAs and U-pick locations please visit: <https://www.smcvb.com/fresh-as-it-gets/>

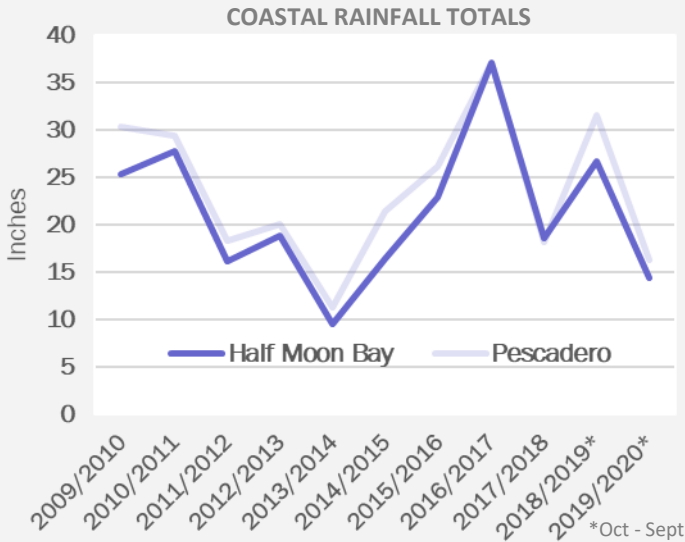
# INDUSTRIAL HEMP & COMMERCIAL CANNABIS

Hemp started out full of promise in the beginning of 2020, but realization of profits did not pan out. The markets were flooded as more counties and states allowed cultivation and with the pandemic, producers struggled to move product. The county peaked with 10 cultivation registrants and over two million sq. ft. of registered greenhouse growing space.

Cannabis cultivation on the other hand, proved to have a successful year with five producers growing flower and nurse product in greenhouses.



## WATER RESOURCES



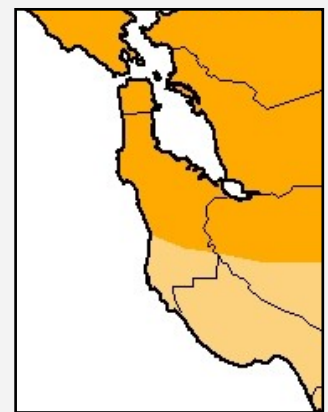
San Mateo County producers face a unique challenge of farmland irrigation because no centralized reservoirs or large-scale water projects exist on the coast. Climate change continues to impact farmers as the rain season is shorter and more intensely dry, and growers depend on a patchwork of unreliable water sources to irrigate crops. Some farms have worked with San Mateo Resource Conservation District to design and build local water storage, increase water conservation, and repair and improve irrigation infrastructure. Limitations exist for tenant farmers who lease the land and may not have the decision-making power to participate in large scale projects.

## DROUGHT CONDITIONS

On June 16, 2020 the U.S. Department of Agriculture granted a Secretarial disaster designation for San Mateo County due to the D2 drought intensity level for 8 consecutive weeks. This designation allowed farmers and ranchers who conduct family-sized farming operations to apply for emergency farm loans up to \$500,000 for both physical and crop production losses as a direct result of the disaster. The D2 designation is characterized by inadequate grazing land, low reservoir levels, the need for producers to increase water efficiency, transition to more drought resistant crops or fallow land, a longer fire season with a larger spatial extent, dry fuels, and a high burn intensity. San Mateo County remained in the D2 drought intensity level through the end of 2020; however, the drought area steadily increased. Water related challenges will persist on San Mateo County farms into 2021.



Jan 2020



Jan 2021

Intensity

- |   |  |
|---|--|
| <input type="checkbox"/> None                             | <input checked="" type="checkbox"/> Severe Drought (D2)      |
| <input checked="" type="checkbox"/> Abnormally Dry (D0)   | <input checked="" type="checkbox"/> Extreme Drought (D3)     |
| <input checked="" type="checkbox"/> Moderate Drought (D1) | <input checked="" type="checkbox"/> Exceptional Drought (D4) |

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**DEPARTMENT of**  
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