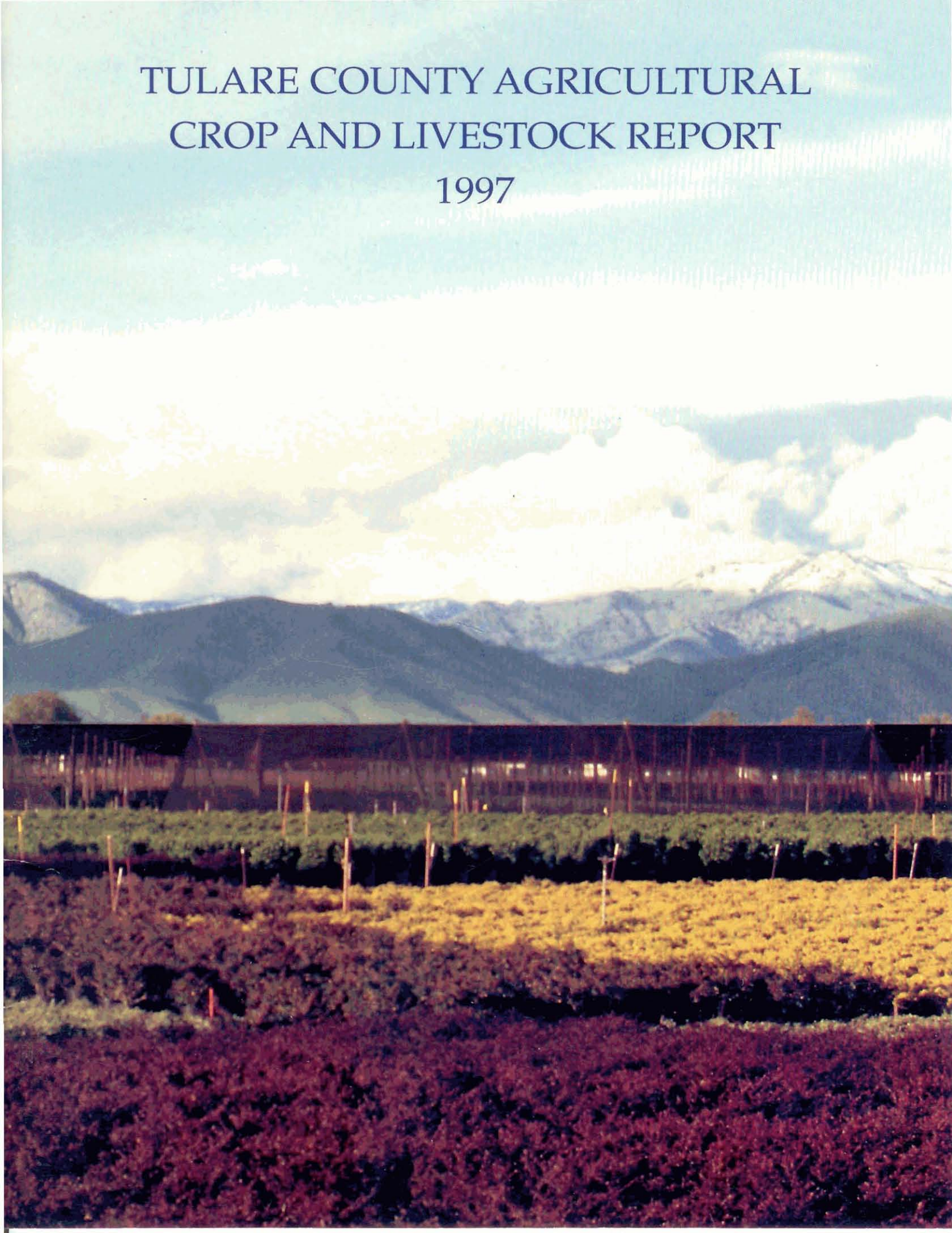


TULARE COUNTY AGRICULTURAL CROP AND LIVESTOCK REPORT 1997





Tulare County Agricultural Commissioner/Sealer

Lenord Craft, Agricultural Commissioner
Sealer of Weights and Measures

Gary Kunkel, Chief Deputy
Commissioner/Sealer

1998

ANN M. VENEMAN, SECRETARY
CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE

AND

THE HONORABLE BOARD OF SUPERVISORS
COUNTY OF TULARE

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County Administrative Officer

In accordance with the provisions of Section 2272 & 2279 of the California Agricultural Code, I am pleased to submit the Annual Crop Report of the acreage, production, and valuation of the agricultural commodities produced in Tulare County during calendar year 1997. This report is the result of information gathered from many sources, and as always, it must be emphasized that the figures represent *gross returns* to the producer and do not indicate actual net profit.

Although increases in the total gross agricultural values for Tulare County the last few years have been fueled primarily by growth in the dairy industry, gains in this category were modest. This was due in part to the one dollar per hundredweight drop in price for Market Milk. Continued growth in the number of cows milked allowed for a production increase of almost 6 million hundredweight, partially offsetting the price drop.

The strength of Tulare County's largest industry continues to be its diversity. Although an ideal spring pollination period produced record or improved yields in most fruit and nut categories, prices for many of the products did not keep pace with production. An improvement of just over \$34 million was realized for 1997.

Slight gains and losses in the major commodity groups this past year showed this year to be similar in many respects to 1996. This enabled us to report a sixth consecutive record year, with gross receipts totaling \$2,900,892,000, a 3.4% improvement.

I wish to express my sincere appreciation to the many producers, processors and agencies, both private and governmental, who assisted in compiling this report. I would also like to thank all the members of my staff, particularly Valerie Williams, Bob Chilton, and R. Dennis Haines, whose input and hard work have made the publication of this report possible.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Lenord L. Craft".

Lenord L. Craft
Agricultural Commissioner/Sealer

Tulare County's Nursery Industry



George Christian Roeding

Each year, the crop report features a particular segment of the local agricultural economy. This year, the nursery industry is featured. Like the plants they produce, the nurseries of Tulare County have grown from relatively humble beginnings into the flourishing agribusinesses of today. Below, you'll learn about a few of the principal innovators whose vision helped shape the development of this key industry.

A name not well known, except to those involved with the nursery industry, is that of George Christian Roeding. Many consider Roeding to have been the most influential nurseryman in California. He became active manager, and ultimately the owner, of Fancher Creek Nursery near Fresno in 1886. Throughout his life he owned and managed numerous nurseries in Tulare, Fresno, and Los Angeles Counties. In 1911 Roeding organized the California Association of Nurserymen (C.A.N.) with some fifteen charter members. One of his more notable accomplishments was the introduction of the Fig Wasp, *Blastophaga psenes*, making possible commercial production of Smyrna figs. Lacking a pollinator, the trees had been barren prior to this time. This breakthrough allowed the creation of the fig growing industry in the San Joaquin Valley.

George's father, Frank, donated 157 acres which is now Roeding Park in Fresno County, continuing the name of this influential family.

Roy Riesner began the Riesner Nursery Company in 1913 as a plant-brokerage firm with a retail outlet on the Southwest corner of Court Street and Acequia, where the main Visalia Post Office is today. He began growing his own stock at a location in Goshen in the 1930's. The nursery moved to the Farmersville area in 1965 on leased property. The company began buying its own property in 1968. Roy's son, Bob, became increasingly involved during these years. He remained an integral part of the business until his son Doug took a more active role in the 1990's. Now a third-generation company, Riesner Nursery occupies 250 acres and is one of the oldest in the area.

Ralph Moore, owner of Sequoia Nursery and acclaimed rose hybridizer, recently celebrated sixty-one years at his current location in Visalia. During his career he has introduced almost four hundred varieties of roses. He has received numerous awards including: twenty Awards of Excellence from the American Rose Society, the California Association of Nurseryman Research Award in 1984, and the California Association of Nurseryman San Joaquin chapter "Nurseryman of the Year" for 1992. He is one of the few Americans to have won the Dean Hole Medal awarded by the Royal National Rose Society in England.

L.E. Cooke founded L.E. Cooke Company in 1944 in San Gabriel, California. The office was moved in 1965 to its current location in Visalia. Bob Ludekens operated the nursery in partnership with George Daniels until Mr. Daniels' retirement in the mid-1990's. Bob, a past president of C.A.N., specializes in growing fruit, shade, and ornamental trees and shrubs for retail homeowner marketing. He also grows specialty products such as jujube, pomegranate, persimmon, quince, and numerous berries for the agricultural industry. Today, the L.E. Cooke Company includes Bob Ludeken's son, Ron, and son-in-law, David Cox. The nursery ships to both the domestic and export markets, and encompasses 614 acres.

Orange County Nursery (O.C.N.) and Land Company was established in 1887 in Orange County. In the mid-1930's Margarito Veyna, after working for the O.C.N. for several years, purchased the company, and the Veyna family has run it since that time. Presently there are 600 acres in production in Tulare, Los Angeles, and Orange Counties. The nursery produces over 250 varieties of ornamental and fruit trees.

Another successful business, Cal Western Nurseries, was founded by Luther Khachagian in 1962 on a single acre. Today, the nursery has expanded to approximately 500 acres and employs as many as 350 people. The nursery specializes in grape stock, both wine and table varieties, and is expanding to include walnuts and other fruit trees. Cal Western is currently one of the largest grape stock nurseries in California and the world.

Ponderosa Nurseries was founded in 1979 by George Serpa, Nick Troiani, and Fred Lagomarsino. They began by cultivating cuttings, rootings, and certified rootstocks for California grape growers. Today the nursery spans 100 acres and specializes in table, wine, and raisin varieties, shipping domestically and internationally.

Monrovia was started by a Danish immigrant more than seventy years ago. In 1989, Monrovia purchased 1,600 acres east of Visalia to add to its growing grounds already established in Los Angeles County and in Oregon. The 400 currently-developed acres are divided into four growing regions: upright conifers, spreading conifers, hardy broadleafs, and specialty plants requiring greenhouse conditions or shade. The company employs approximately 600 persons during the growing season.

From its humble beginnings in the 1850's, Tulare County today hosts 119 retail and wholesale nursery establishments. These offer a wide range of products including: citrus, fruit and nut trees, indoor and outdoor decoratives, tropical foliage, and even Christmas trees. The nursery industry now consists of almost 2,300 acres. We have mentioned only a few of the many nurserymen involved in Tulare County. It is not possible to recognize all of them, but each has been instrumental in shaping today's nursery industry's growth and success. This vital industry has thrived, utilizing the tried and true methods of the past. It will continue to grow by incorporating the technologies of today and those of the future.

Agricultural Commissioner/Sealer of Weights & Measures

Lenord L. Craft

Assistant Agricultural Commissioner/Sealer

Gary W. Kunkel

Deputy Agricultural Commissioner/Sealer

William R. Appleby John O. Pennington C. Lynn Thomas

Systems and Procedures Analyst

Hector R. Prieto

Supervising Agricultural & Standards Inspectors

Bobby K. Bonds Bob Chilton John R. Carter Thomas Zikratch

Staff Biologist

R. Dennis Haines

District Agricultural & Standards Inspectors

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William Bragg
David Case
Brian Cox
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Kenneth Hodson

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Robert Mann
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Jim Qualls
Loren Sansom
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Sherry Watkins

Agricultural & Standards Inspectors

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Donald Borges
Steven Brown
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Scott Cornett
Roy Fontaine
Bert Gayden

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Don Irvine
Marilyn Kinoshita
John Loyd

Jerry McElhaney
Stoney Savage
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Jennifer Brower
H. Edward Campbell

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Heather Higgins
David Martinusen

Sean Nelsen
Lupe Palacios
John Schultz

Mario Sagredo
George Simpson

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Retta Niday

Account Clerk

Ann Sullins

Senior Account Clerk

Wanda Merritt

Extra Help Account Clerk

Gloria Drobish

Office Assistant III

Christine Sabbagh

Gloria Schoenborn

Barbara Swatzke

Tricia Wafford

Cover Photos: Gabriella Nuñez and Ralph Moore

TULARE COUNTY AGRICULTURAL OFFICES

VISALIA	2500 Burrel Avenue	733-6391
AG WAREHOUSE	14173 Avenue 256, Visalia	733-6476
PORTERVILLE	25 S. Hockett	782-4787
LINDSAY	240 E. Honolulu	562-6025
DINUBA	289 S. "L" Street	591-5855
EXETER	101 W. Pine Street	592-4075
PIXLEY	188 S. Main Street	757-3853

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"Why have not everywhere the names been preserved of those who, instead of ravaging the earth with war, have enriched it with plants useful to the human race?" Alexander von Humboldt

TULARE COUNTY

ACREAGE-PERMANENT PLANTINGS

ORCHARD CROPS	BEARING ACREAGE	NON-BEARING ACREAGE	TOTAL ACREAGE
CITRUS			
Grapefruit & Pummelos	1,164	627	1,791
Lemons	4,086	41	4,127
Limes	8	0	8
Navels	72,723	2,249	74,972
Valencias	31,494	643	32,137
Tangerines	2,224	592	2,816
TOTAL	111,699	4,152	115,851
DECIDUOUS AND GRAPES			
Almonds	12,412	2,190	14,602
Apples	1,986	77	2,063
Apricots	1,004	196	1,200
Avocados	747	0	747
Cherries	722	272	994
Figs	40	23	63
Grapes			
Raisin	34,726	351	35,077
Table	27,425	6,020	33,445
Wine	12,138	914	13,052
Kiwifruit	2,121	0	2,121
Nectarines	14,469	2,151	16,620
Olives	17,249	1,298	18,547
Peaches			
Cling	1,403	14	1,417
Freestone	10,664	802	11,466
Pears & Asian Pears	630	0	630
Pecans	1,014	65	1,079
Persimmons	716	30	746
Pistachio Nuts	6,441	2,263	8,704
Plums	17,698	547	18,245
Pomegranates	1,261	26	1,287
Prunes	6,551	2,184	8,735
Quince	198	8	206
Walnuts	25,409	5,204	30,613
Miscellaneous *	259	729	988
TOTAL			
Total Grapes	74,289	7,285	81,574
Total Orchard Crops	234,693	22,231	256,924
GRAND TOTAL	308,982	29,516	338,498

* Includes: Black Walnuts, Chestnuts, Dates, Grape Rootstock, Guava/Feijoa, Jojoba, and Plumcot.

Field Crops

Rising cultural costs coupled with declining profitability is causing a shift in crop selection, from cotton to permanent plantings and other field crops. Planted acreage is the lowest since 1946. The continued expansion of the dairy industry fueled another increase in gross revenues for feed products (Alfalfa hay and silage, grain and silage corn and small grain silage) of over 27 million dollars.

	Year	Harvested Acreage	Per Acre	Production		Value	
				Total	Unit	Per Unit	Total
Alfalfa - Hay	1997	84,800	9.25	784,000	Ton	128.00	100,352,000
	1996	76,900	9.12	701,000	Ton	106.00	74,306,000
Silage ^a	1997	X	3.00	84,900	Ton	28.00	2,377,000
	1996	X	3.75	96,100	Ton	27.00	2,595,000
Barley	1997	20,000	2.30	46,000	Ton	120.00	5,520,000
	1996	30,300	2.25	68,200	Ton	140.00	9,548,000
Beans - Dry	1997	7,000	1.38	9,660	Ton	540.00	5,216,000
	1996	6,200	1.07	6,630	Ton	609.00	4,038,000
Corn - Grain	1997	25,400	4.80	122,000	Ton	120.00	14,640,000
	1996	10,800	5.00	54,000	Ton	140.00	7,560,000
Silage	1997	98,000	24.80	2,430,000	Ton	19.50	47,385,000
	1996	97,500	23.00	2,242,000	Ton	22.00	49,324,000
Cotton - Lint ^b	1997	88,300	1,250.00	223,000	Bale	75.00	83,617,000
	1996	110,900	1,090.00	244,000	Bale	80.00	97,682,000
Seed	1997	X	X	80,500	Ton	183.00	14,732,000
	1996	X	X	88,200	Ton	182.00	16,052,000
Pasture & Range-Irrigated	1997	60,200	X	X	Acre	110.00	6,622,000
	1996	54,200	X	X	Acre	110.00	5,962,000
Native	1997	615,000	X	X	Acre	12.00	7,380,000
	1996	615,000	X	X	Acre	12.00	7,380,000
Other	1997	63,000	X	X	Acre	15.00	945,000
	1996	61,200	X	X	Acre	15.00	918,000
Silage - Small Grain ^c	1997	52,600	16.00	842,000	Ton	17.00	14,314,000
	1996	53,500	16.00	856,000	Ton	21.00	17,976,000
Sorghum Grain	1997	5,310	2.25	11,900	Ton	102.00	1,214,000
	1996	7,630	2.50	19,100	Ton	120.00	2,292,000
Sugar Beets	1997	2,080	30.20	62,800	Ton	36.10	2,267,000
	1996	2,420	27.00	65,300	Ton	37.00	2,416,000

Field Crops continued

	Year	Harvested Acreage	Per Acre	Production		Value	
				Total	Unit	Per Unit	Total
Wheat	1997	49,000	2.60	127,000	Ton	134.00	17,018,000
	1996	55,000	2.50	138,000	Ton	178.00	24,564,000
Miscellaneous ^d	1997	20,895	X	X	X	X	9,602,000
	1996	11,599	X	X	X	X	2,869,000
TOTAL	1997	1,191,585					333,201,000
	1996	1,193,149					325,482,000

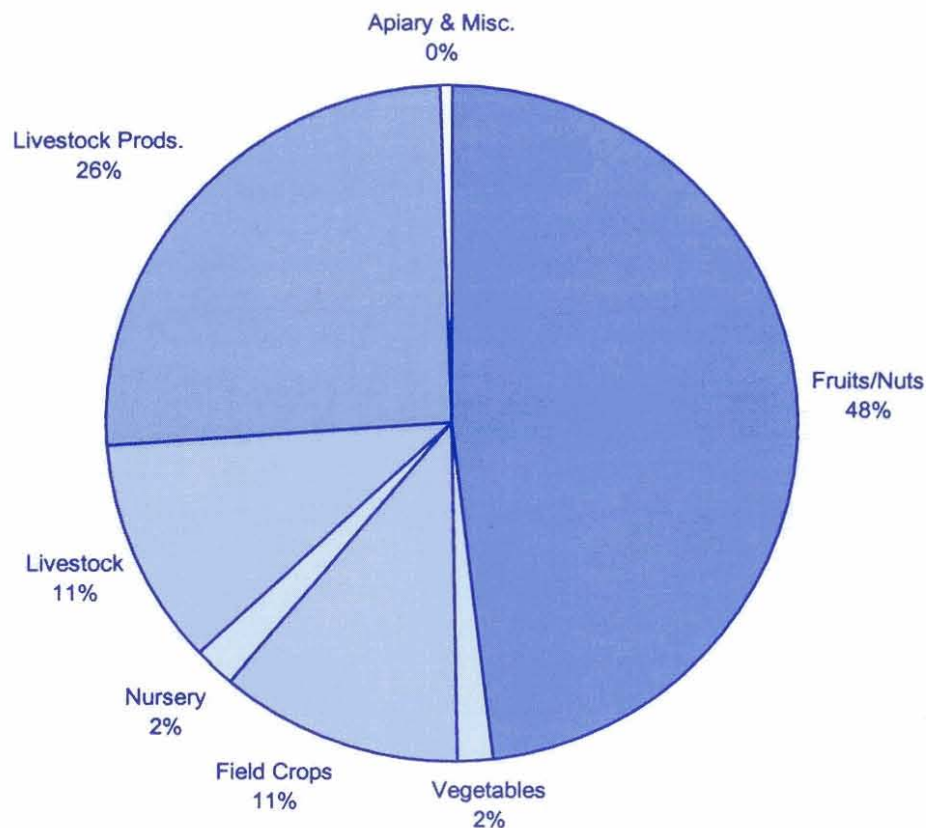
a Green weight basis.

b Yield per acre in pounds lint, production total in 495 lbs. net weight bales, unit value in dollars per lint hundredweight.

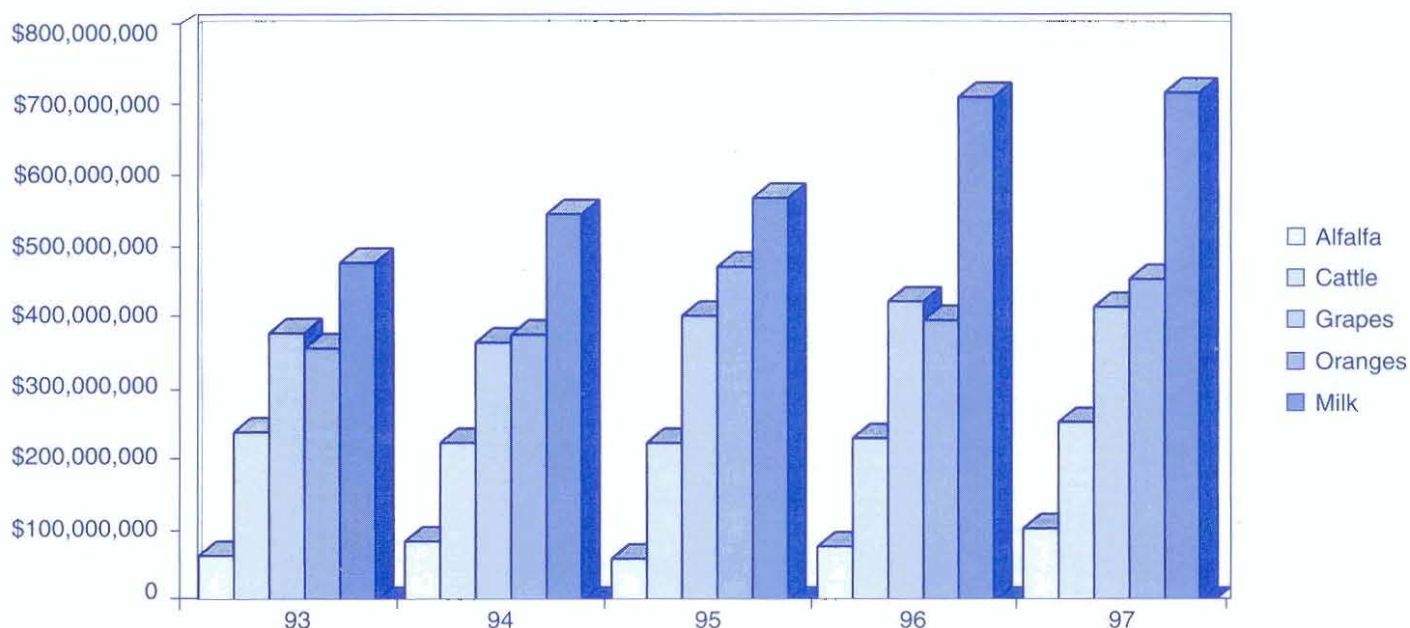
c Includes: Barley, Oats, and Winter Forage.

d Includes: Bean Screenings & Straw, Garbanzo Beans, Oat Grain, Oat Hay, Rye Grain, Safflower, Straw, and Sudan Grass.

Tulare County - 1997 Total Value \$2,900,892,000



History of Key Commodities



Vegetable Crops

An 11% decrease this year continues a 3 year decline from an all time high in 1994 in this category. A rise in fresh tomatoes and fresh Snap beans offset decreases in the other areas.

	Year	Harvested Acreage	Production		Unit	Value	
			Per Acre	Total		Per Unit	Total
Broccoli	1997	1,000	4.22	4,220	Ton	360.00	1,519,000
	1996	1,848	3.50	6,470	Ton	356.00	2,303,000
Cauliflower	1997	540	4.13	2,230	Ton	460.00	1,026,000
	1996	803	4.63	3,720	Ton	470.00	1,748,000
Snap Beans - Fresh	1997	2,170	4.16	9,030	Ton	1,560.00	14,087,000
	1996	2,319	4.15	9,620	Ton	1,080.00	10,390,000
Sweet Corn	1997	1,300	9.62	12,500	Ton	400.00	5,000,000
	1996	1,749	8.56	15,000	Ton	355.00	5,325,000
Tomatoes - Fresh	1997	927	14.10	13,100	Ton	555.00	7,270,000
	1996	620	13.10	8,120	Ton	535.00	4,344,000
Miscellaneous *	1997	3,892	X	X	X	X	15,723,000
	1996	3,610	X	X	X	X	25,612,000
TOTAL	1997	9,829					44,625,000
	1996	10,949					49,722,000

* Includes: Artichokes, Beets, Bittermelon, Cabbage, Cactus, Camote, Cantaloupe, Cardis, Carrots, Chayote, Cilantro, Cucumbers, Dill, Daikon, Eggplant, Garlic, Gourds, Herbs, Honeydew Melons, Mustard Greens, Lettuce, Okra, Onions, Oriental Vegetables, Parsley, Peas(English & Sugar), Peppers, Potatoes, Pumpkins, Radishes, Spinach, Squash, Sugar Cane, Swiss Chard, Tarragon, Tomatillos, Tomatoes (processed), Turnips, and Watermelons.

Fruit and Nut Crops

The lead story for 1997 was again record yields, especially lemons, grapes, peaches, and nectarines. However, lower prices in many commodities offset production gains. In contrast, navel orange yield, quality and price were much improved over 1996. Lemons rebounded significantly from the slight downturn of 1996 to an all time record yield. This record crop is the largest since 1981. Slight acreage increase coupled with much improved yields pushed walnut values up just over 21 million dollars.

	Year	Harvested Acreage	Per Acre	Production		Value	
				Total	Unit	Per Unit	Total
Almonds - Meats	1997	12,412	1.09	13,500	Ton	3,100.00	41,850,000
	1996	12,690	.821	10,400	Ton	4,480.00	46,592,000
Hulls	1997	X	X	34,300	Ton	90.00	3,087,000
	1996	X	X	26,400	Ton	84.00	2,218,000
Apples	1997	1,986	10.60	21,100	Ton	670.00	14,137,000
	1996	1,786	6.96	12,400	Ton	780.00	9,672,000
Apricots	1997	1,004	6.15	6,170	Ton	835.00	5,152,000
	1996	1,564	2.36	3,690	Ton	1,370.00	5,055,000
Avocados	1997	747	4.92	3,680	Ton	816.00	3,003,000
	1996	805	3.85	3,100	Ton	876.00	2,716,000
Cherries	1997	722	1.68	1,210	Ton	4,190.00	5,070,000
	1996	813	.867	705	Ton	6,460.00	4,554,000
Grapes - Total	1997	74,289	X	X	X	X	415,023,000
	1996	72,337	X	X	X	X	422,726,000
Raisin Varieties	1997	34,726	10.10	X	X	X	X
	1996	34,473	9.47	X	X	X	X
Canned	1997	X	X	25,100	Ton	248.00	6,225,000
	1996	X	X	20,700	Ton	251.00	5,196,000
Crushed ^a	1997	X	X	102,000	Ton	182.00	18,564,000
	1996	X	X	79,900	Ton	184.00	14,702,000
Dried ^b	1997	X	X	33,700	Ton	1,090.00	36,733,000
	1996	X	X	34,200	Ton	1,040.00	35,568,000
Fresh	1997	X	X	84,200	Ton	1,020.00	85,884,000
	1996	X	X	81,900	Ton	1,370.00	112,203,000
Table Varieties	1997	27,425	10.80	X	X	X	X
	1996	26,863	7.72	X	X	X	X
Crushed	1997	X	X	77,700	Ton	154.00	11,966,000
	1996	X	X	42,400	Ton	188.00	7,971,000
Fresh	1997	X	X	219,000	Ton	966.00	211,554,000
	1996	X	X	165,000	Ton	1,290.00	212,850,000

Fruit and Nut Crops continued

	Year	Harvested Acreage	Per Acre	Production		Value	
				Total	Unit	Per Unit	Total
Wine Varieties	1997	12,138	12.60	X	X	X	X
	1996	11,001	10.40	X	X	X	X
Crushed	1997	X	X	145,000	Ton	275.00	39,875,000
	1996	X	X	107,000	Ton	288.00	30,816,000
Juice	1997	X	X	8,150	Ton	518.00	4,222,000
	1996	X	X	6,840	Ton	500.00	3,420,000
Grapefruit - Fresh ^C	1997	1,164	13.10	15,200	Ton	518.00	7,874,000
	1996	1,876	18.00	33,800	Ton	553.00	18,691,000
Kiwifruit	1997	2,121	8.66	18,400	Ton	1,290.00	23,736,000
	1996	1,465	7.98	11,700	Ton	1,260.00	14,742,000
Lemons - Fresh	1997	4,086	19.50	53,400	Ton	635.00	33,909,000
	1996	3,833	12.70	34,500	Ton	553.00	19,078,000
Processed	1997	X	X	26,300	Ton	95.00	2,498,000
	1996	X	X	14,100	Ton	66.50	938,000
Nectarines - Fresh	1997	14,469	8.23	119,000	Ton	705.00	83,895,000
	1996	15,469	7.83	121,000	Ton	735.00	88,935,000
Olives - Canning	1997	17,249	2.24	34,400	Ton	696.00	23,942,000
	1996	16,753	6.13	71,900	Ton	740.00	53,206,000
Other	1997	X	X	4,250	Ton	230.00	978,000
	1996	X	X	30,800	Ton	400.00	12,320,000
Oranges - Navel	1997	72,723	10.80	667,000	Ton	451.00	300,817,000
	1996	70,682	9.30	513,000	Ton	420.00	215,460,000
Processed	1997	X	X	118,000	Ton	26.10	3,080,000
	1996	X	X	144,000	Ton	52.30	7,531,000
Valencia	1997	31,494	12.10	312,000	Ton	466.00	145,392,000
	1996	30,818	12.50	308,000	Ton	539.00	166,012,000
Processed	1997	X	X	68,600	Ton	81.60	5,598,000
	1996	X	X	77,000	Ton	92.30	7,107,000
Peaches - Cling	1997	1,403	22.00	30,900	Ton	208.00	6,427,000
	1996	1,543	18.70	28,900	Ton	223.00	6,445,000
Freestone - Fresh	1997	10,664	10.50	85,500	Ton	644.00	55,062,000
	1996	10,978	6.29	69,100	Ton	829.00	57,284,000
Processed *	1997	X	X	26,400	Ton	204.00	5,386,000
	1996	X	X	X	X	X	X

Fruit and Nut Crops continued

	Year	Harvested Acreage	Production		Unit	Value	
			Per Acre	Total		Per Unit	Total
Pears & Asian Pears	1997	630	4.91	3,090	Ton	1,510.00	4,666,000
	1996	525	7.69	4,040	Ton	1,200.00	4,848,000
Pecans	1997	1,014	1.20	1,220	Ton	2,120.00	2,586,000
	1996	900	.223	201	Ton	1,280.00	257,000
Persimmons	1997	716	5.04	3,610	Ton	828.00	2,989,000
	1996	976	5.55	5,420	Ton	1,170.00	6,341,000
Pistachio Nuts	1997	6,441	1.47	9,470	Ton	2,420.00	22,917,000
	1996	5,696	.695	3,960	Ton	2,730.00	10,811,000
Plums - Fresh	1997	17,698	7.44	132,000	Ton	620.00	81,840,000
	1996	19,495	5.48	107,000	Ton	815.00	87,205,000
Pomegranates	1997	1,261	3.85	4,850	Ton	739.00	3,584,000
	1996	1,138	4.23	4,810	Ton	782.00	3,761,000
Prunes - Processed	1997	6,551	2.91	18,700	Ton	851.00	15,914,000
	1996	6,760	3.05 ^d	20,300	Ton	825.00	16,748,000
Fresh ^e	1997	X	X	1,210	Ton	1,450.00	1,754,000
	1996	X	X	944	Ton	1,240.00	1,171,000
Quince	1997	198	9.11	1,800	Ton	603.00	1,085,000
	1996	187	6.13	1,150	Ton	1,120.00	1,288,000
Tangerines ^f	1997	2,224	10.30	22,900	Ton	654.00	14,977,000
	1996	2,416	13.10	31,600	Ton	792.00	25,027,000
Walnuts	1997	25,409	1.59	40,400	Ton	1,410.00	56,964,000
	1996	25,313	.822	20,800	Ton	1,700.00	35,360,000
Miscellaneous ^g	1997	245	X	X	X	X	2,050,000
	1996	548	X	X	X	X	8,928,000
TOTAL	1997	308,920					1,397,242,000
	1996	307,366					1,363,027,000

* Not reported in 1996.

a Includes green weight raisins for distillery materials and juice pack.

b A combined value reflecting free and reserve tonnage.

c Includes: Pummelos and Hybrids.

d Dry weight basis.

e Green weight basis.

f Includes: Tangelos and Tangors.

g Includes: Bushberries, Chestnuts, Figs, Guava/Feijoa, Jojoba, Limes, Plumcots, Processed Fruits (Nectarines and Plums), and Strawberries.

Nursery Products

A 25% increase in the quantity of grape and berry vines sold, coupled with the rise in cost per unit in all nursery product areas, resulted in a 19% gain in category value over 1996.

	Year	Quantity Sold	Unit	Value Per Unit	Total
Citrus and Subtropical Trees	1997	522,000	Each	8.38	4,374,000
	1996	561,000	Each	8.10	4,544,000
Deciduous Fruit and Nut Trees	1997	728,000	Each	6.86	4,994,000
	1996	698,000	Each	6.58	4,593,000
Grape & Berry Vines	1997	5,763,000	Each	.724	4,172,000
	1996	4,597,000	Each	.638	2,933,000
Foliage Plants & Cut Flowers	1997	X	X	X	1,211,000
	1996	X	X	X	1,059,000
Ornamental Trees & Shrubs	1997	3,848,000	Each	8.96	34,478,000
	1996	3,825,000	Each	7.30	27,922,000
Miscellaneous *	1997	X	X	X	2,594,000
	1996	X	X	X	2,348,000
TOTAL	1997				51,823,000
	1996				43,399,000

* Includes: Aquatics, Citrus (Buds, Cuttings & Scions), Christmas Trees, Ground Covers, Irises, Landscape Olive Trees, Palm Trees, Turf, and Vegetable & Flower Plants in Flats.

Apiary Products

Due to variable nectar sources one can expect honey production to fluctuate from year to year. Increased competition from Asian honey imports and fewer producing acres of almonds, cotton and other nectar sources combined to contribute to a 24% drop in apiary value.

	Year	Total	Unit	Value Per Unit	Total
Honey - Orange ^a	1997	3,193,000	Lb.	.77	2,459,000
	1996	3,523,000	Lb.	.89	3,135,000
Other	1997	2,781,000	Lb.	.66	1,835,000
	1996	3,399,000	Lb.	.86	2,923,000
Beeswax	1997	161,000	Lb.	1.79	288,000
	1996	124,000	Lb.	2.25	279,000
Pollination ^b	1997	60,700	Colony	32.30	1,961,000
	1996	72,500	Colony	30.50	2,211,000
TOTAL	1997				6,543,000
	1996				8,548,000

^a From bee colonies registered in Tulare County during 1997 citrus bloom period.

^b Estimated number of colonies required for adequate pollination.

Livestock and Poultry

Dairy expansion should continue fueling increases in this category in the foreseeable future. Cattle and calf prices have increased by 7% since 1996. Increases in all areas (except turkey prices) resulted in a 11% improvement in the category over 1996.

	Year	No. of Head	Total Liveweight	Unit	Per Unit	Value Total
Cattle & Calves	1997	382,000	X	Head	662.00	252,884,000
	1996	371,000	X	Head	618.00	229,278,000
Lambs	1997	12,100	1,150,000	Lb.	.916	1,053,000
	1996	10,100	959,000	Lb.	.894	857,000
Hogs & Pigs	1997	278,000	X	Head	124.00	34,472,000
	1996	278,000	X	Head	117.00	32,526,000
Turkeys	1997	1,457,000	33,745,000	Lb.	.420	14,173,000
	1996	1,272,000	27,943,000	Lb.	.460	12,854,000
Miscellaneous *	1997	X	X	X	X	13,498,000
	1996	X	X	X	X	9,628,000
TOTAL	1997					316,080,000
	1996					285,143,000

* Includes: Aquaculture, Beneficial Organisms, Chickens, Escargot, Fish Bait, Game birds, Goats, Pet Food, Pigeons, Pullets, Rabbits, Sheep and Turkey Breeders.

Livestock and Poultry Products

Milk continues to be the County's leading commodity, as it has been for the last nine years. A dramatic drop in milk manufacturing production was due primarily to diversion of product to fresh market.

	Year	Production	Unit	Per Unit	Value Total
Manure ^a	1997	2,103,000	Ton	5.82	12,239,000
	1996	1,754,000	Ton	3.08	5,402,000
Milk - Market	1997	57,725,000	Cwt.	12.41	716,367,000
	1996	52,022,000	Cwt.	13.42	698,135,000
Manufacturing	1997	205,000	Cwt.	11.57	2,372,000
	1996	1,042,000	Cwt.	13.25	13,806,000
Miscellaneous ^b	1997	X	X	X	13,484,000
	1996	X	X	X	6,478,000
TOTAL	1997				744,462,000
	1996				723,821,000

^a Includes: Dairy and Poultry Manure.

^b Includes: Turkey Hatching Eggs, Chicken Eggs (Market & Hatching), Goat Milk, and Wool.

Seed Crops

A modest increase in acreage and price culminated in a boost of 18%.

	Year	Harvested Acreage	Per Acre	Production		Value	
				Total	Unit	Per Unit	Total
Cotton - Registered or Certified ^a	1997	3,992	X	3,470	Ton	318.00 ^b	1,103,000
	1996	3,071	X	2,870	Ton	271.00	778,000
Miscellaneous ^c	1997	1,279	X	X	X	X	837,000
	1996	1,125	X	X	X	X	870,000
TOTAL	1997	1,279					1,940,000
	1996	1,125					1,648,000

^a Not included in total acreage for "Seed Crops".

^b Includes \$30 per acre approval.

^c Includes: Alfalfa, Barley, Blackeye Cow Peas, Broccoli, Lettuce, Oats, Onions, and Wheat.

Industrial Crops

A slight rise in harvested timber combined with a loss in miscellaneous products led to an overall increase of 7% over 1996.

	Reporting Year	Production Total	Unit	Value	
				Per Unit	Total
Timber Harvested ^a	1997	9,603,000	Board Ft.	0.420	4,033,000
	1996	10,572,000	Board Ft.	0.334	3,531,000
Miscellaneous ^b	1997	X	X	X	943,000
	1996	X	X	X	1,131,000
TOTAL	1997				4,976,000
	1996				4,662,000

^a Previous year's production & value based on information provided by Timber Tax Division, Property Taxes Dept., State Board of Equalization.

^b Includes: Biomass, Fire Wood, and Walnut Stumps.

SUMMARY

COMMODITY	YEAR	HARVESTED ACREAGE	VALUE
FIELD CROPS	1997	1,191,585	333,201,000
	1996	1,193,149	325,482,000
VEGETABLE CROPS	1997	9,829	44,625,000
	1996	10,949	49,722,000
FRUIT AND NUT CROPS	1997	308,920	1,397,242,000
	1996	307,366	1,363,027,000
NURSERY PRODUCTS	1997	X	51,823,000
	1996	X	43,399,000
APIARY PRODUCTS	1997	X	6,543,000
	1996	X	8,548,000
LIVESTOCK AND POULTRY	1997	X	316,080,000
	1996	X	285,143,000
LIVESTOCK AND POULTRY PRODUCTS	1997	X	744,462,000
	1996	X	723,821,000
SEED CROPS	1997	1,279	1,940,000
	1996	1,125	1,648,000
INDUSTRIAL CROPS	1997	X	4,976,000
	1996	X	4,662,000
GRAND TOTAL	1997	1,511,613	2,900,892,000
	1996	1,512,589	2,805,452,000

MILLION DOLLAR PRODUCTS

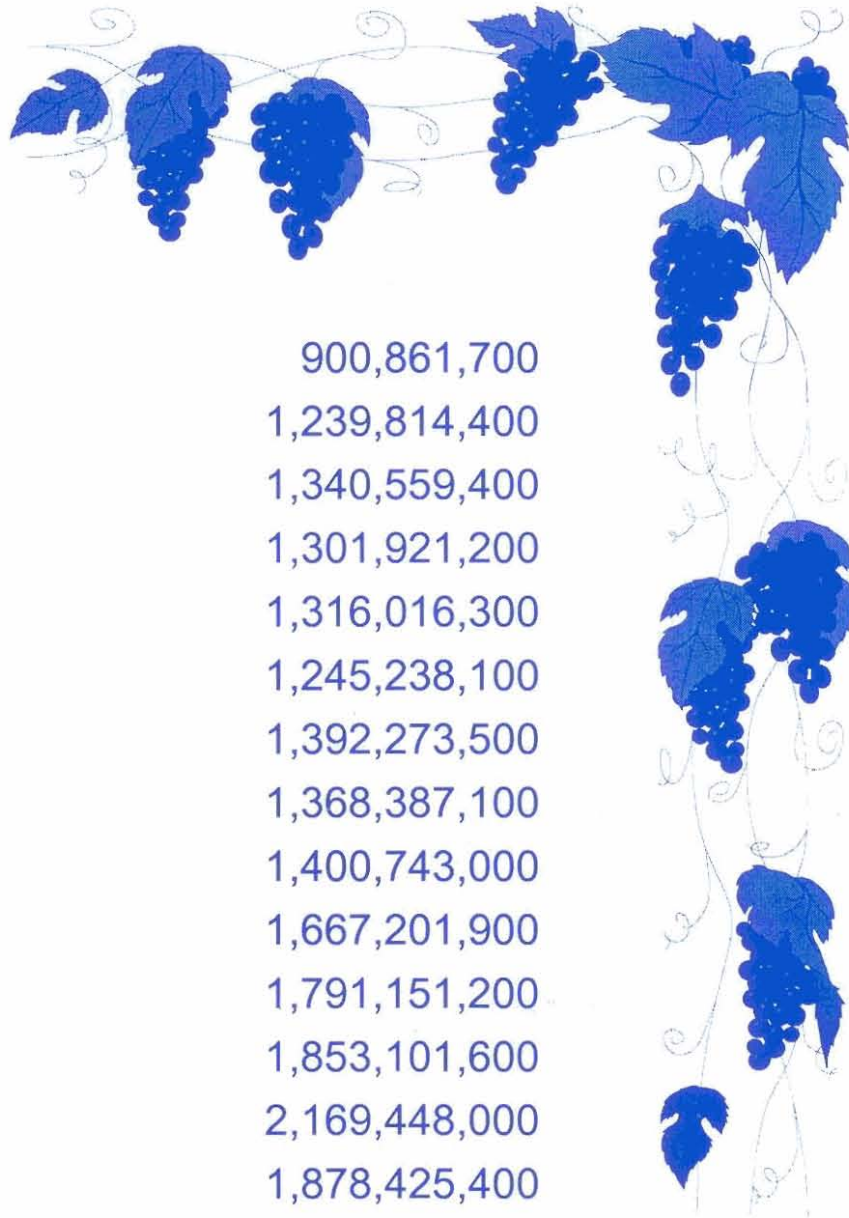
1997 Ranking

1996 Ranking

1.	Milk	718,739,000	1
2.	Oranges - Navel & Valencia	454,887,000	3
3.	Grapes	415,023,000	2
4.	Cattle & Calves	252,884,000	4
5.	Alfalfa - Hay & Silage	102,729,000	8
6.	Cotton - Lint & Seed	99,452,000	5
7.	Nectarines	83,895,000	6
8.	Plums	81,840,000	7
9.	Peaches - Cling & Freestone	66,875,000	10
10.	Corn - Grain & Silage	62,025,000	11
11.	Walnuts	56,964,000	13
12.	Almonds	44,937,000	12
13.	Lemons	36,407,000	18
14.	Nursery - Ornamental Trees & Shrubs	34,478,000	15
15.	Hogs & Pigs	34,472,000	14
16.	Olives	24,920,000	9
17.	Kiwifruit	23,736,000	22
18.	Pistachio Nuts	22,917,000	25
19.	Prunes	17,668,000	21
20.	Wheat - Grain & Seed	17,018,000	17
21.	Tangerines	14,977,000	16
22.	Pasture & Range	14,947,000	23
23.	Silage - Small Grain	14,314,000	20
24.	Turkeys	14,173,000	24
25.	Apples	14,137,000	27
26.	Snap Beans - Fresh	14,087,000	26
27.	Manure	12,239,000	31
28.	Grapefruit	7,874,000	19
29.	Tomatoes	7,270,000	38
30.	Barley	5,520,000	28
31.	Beans - Dry	5,216,000	39
32.	Apricots	5,152,000	33
33.	Cherries	5,070,000	36
34.	Corn - Sweet	5,000,000	32
35.	Nursery - Deciduous Fruit & Nut Trees	4,994,000	35
36.	Pears & Asian Pears	4,666,000	34
37.	Nursery - Citrus & Subtropical Trees	4,374,000	37
38.	Honey	4,294,000	30
39.	Nursery - Grape & Berry Vines	4,172,000	42
40.	Timber Harvested	4,033,000	41
41.	Pomegranates	3,584,000	40
42.	Avocados	3,003,000	43
43.	Persimmons	2,989,000	29
44.	Pecans	2,586,000	**
45.	Sugar Beets	2,267,000	44
46.	Pollination	1,961,000	47
47.	Broccoli	1,519,000	45
48.	Sorghum Grain	1,214,000	46
49.	Nursery - Foliage Plants & Cut Flowers	1,211,000	50
50.	Quince	1,085,000	49
51.	Lambs	1,053,000	**
52.	Cauliflower	1,026,000	48

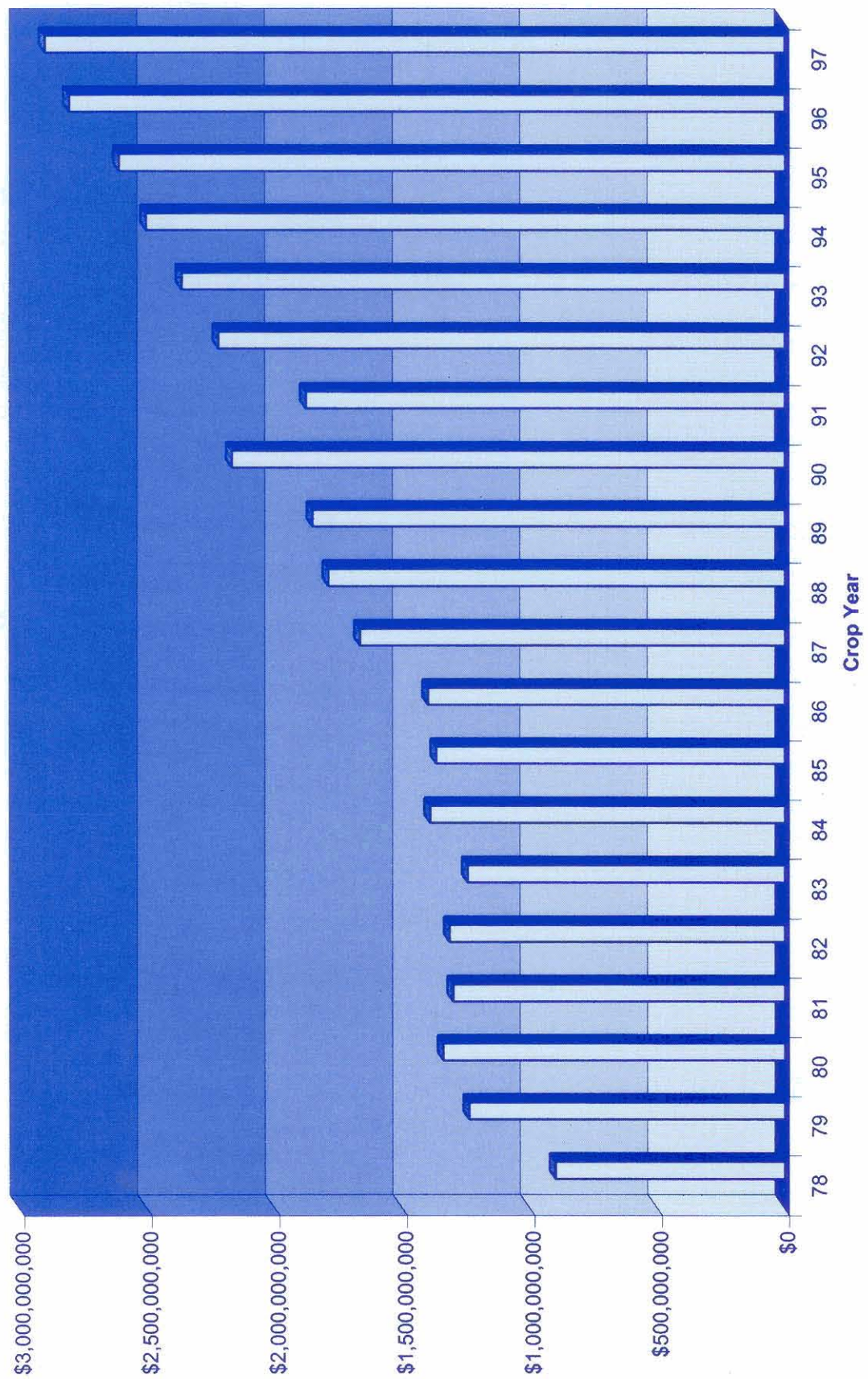
** Not reported in 1996

**TWENTY YEAR COMPARISON OF AGRICULTURE
INCOME IN TULARE COUNTY
1978-1997**



1978	900,861,700
1979	1,239,814,400
1980	1,340,559,400
1981	1,301,921,200
1982	1,316,016,300
1983	1,245,238,100
1984	1,392,273,500
1985	1,368,387,100
1986	1,400,743,000
1987	1,667,201,900
1988	1,791,151,200
1989	1,853,101,600
1990	2,169,448,000
1991	1,878,425,400
1992	2,221,612,100
1993	2,365,202,000
1994	2,504,944,000
1995	2,611,088,000
1996	2,805,452,000
1997	2,900,892,000

**Tulare County
20 years of agricultural income**



1997 PRODUCE EXPORTS TOP TEN COUNTRIES

COUNTRY	# CONTAINERS CERTIFIED	PHYTOSANITARY CERT. ISSUED
1. Japan	6,915,591	6,560
2. Taiwan	2,761,733	2,679
3. Mexico	2,549,495	1,332
4. Republic of Korea	1,675,101	1,515
5. Philippines	1,115,693	918
6. Australia	682,180	807
7. British Columbia	609,636	1,218
8. Indonesia	602,205	542
9. New Zealand	559,069	789
10. Canada	516,271	419
TOTAL	17,986,974	16,779

COUNTRIES RECEIVING TULARE COUNTY COMMODITIES IN 1997

American Samoa
Argentina
Australia
Bahrain
Barbados
Belgium
Bolivia
Brazil
British Columbia
Cambodia
Canada
Chile
Colombia
Costa Rica
Cyprus
Denmark
Dominican Republic
Ecuador
Egypt
El Salvador
Fiji
Finland
France
French Polynesia
Germany

Greece
Guam
Guatemala
Honduras
Hong Kong
Iceland
India
Indonesia
Israel
Italy
Japan
Kuwait
Lebanon
Malaysia
Mauritius
Mexico
Netherlands
Netherlands Antilles
New Caledonia
Nicaragua
New Zealand
Norway
Panama
Paraguay
Peoples Rep. of China

Peru
Philippines
Portugal
Puerto Rico
Qatar
Republic of Ireland
Republic of Korea
Russian Federation
Saudi Arabia
Singapore
South Africa
Spain
Sri Lanka
Sweden
Switzerland
Taiwan
Thailand
Trinidad & Tobago
Turkey
United Arab Emirates
United Kingdom
Uruguay
Venezuela
Vietnam

TULARE COUNTY SUSTAINABLE AGRICULTURAL REPORTING

Pest	Agent/Mechanism	Program Scope
COUNTY BIOLOGICAL CONTROL		
Ash Whitefly <i>Siphoninus phillyreae</i>	Parasitic Wasp <i>Encarsia inaron</i> Ladybird Beetle <i>Cleitostethus arcuatus</i>	Upon demand Upon demand
Comstock Mealybug <i>Pseudococcus comstocki</i>	Parasitic Wasps <i>Pseudaphycus malinus</i> <i>Allotropa burrelli</i>	2 sites
Cottony-Cushion Scale <i>Icerya purchasi</i>	Parasitic Fly <i>Cryptochetum iceryae</i> Vedalia Beetle <i>Rodolia cardinalis</i>	3 sites 3 sites
Italian Thistle <i>Carduus pycnocephalus</i>	Seed Head Weevil <i>Rhinocylus conicus</i>	2 sites
Milk Thistle <i>Silybum marianum</i>	Seed Head Weevil <i>Rhinocylus conicus</i>	Upon demand
Mulberry Whitefly <i>Tetraleurodes mori</i>	Ladybird Beetle <i>Delphastus dejavu</i>	Upon demand
Puncture Vine <i>Tribulus terrestris</i>	Seed & Stem Weevils <i>Microgaster lareynii</i> <i>Microgaster lypriformis</i>	Upon demand
Russian Thistle <i>Salsola australis</i>	Casebearer Moth <i>Coleophora klimeschiella</i>	Upon demand
Silverleaf Whitefly <i>Bemesia argentifolia</i>	Parasitic Wasps <i>Eretmocerus spp.</i>	1 site
Western Grapeleaf Skeletonizer <i>Harrisina brillians</i>	Virus collection for CDFA Biological Control Lab	Upon demand
Yellow Star Thistle <i>Centaurea solstitialis</i>	Flower Head Weevil <i>Bangasternus orientalis</i> Hairy Weevil <i>Eustenopus villosus</i> Peacock Fly <i>Chaetorellia spp.</i>	2 sites 5 sites 1 site
COUNTY PEST ERADICATION		
Pink Bollworm <i>Pectinophora gossypiella</i>	Mechanical/Host Free Period	88,300 acres
COUNTY PEST EXCLUSION		
Citrus Tristeza Virus	Wholesale	1 rejection/ destroyed
Ozonium Root Rot	Retail/Wholesale	2 rejection/ destroyed
Red Imported Fire Ant	Out of State Honey Bees	1 rejection/ destroyed

REGISTERED ORGANIC FARMING STATISTICS

Crops	Acres
Citrus, Grapes, Herbs, Kiwifruit, Registered Stone Fruit, and Vegetables	3,881

A SPECIAL THANK YOU

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Web Site: www.ponderosanursery.com

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NOTES

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Visalia, California 93291-4584

