

2019



Imperial County Agricultural Crop & Livestock Report



Tribute to Staff

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Karen Ross, Secretary
California Department of Food and Agriculture
&
The Honorable Board of Supervisors, County of Imperial
Supervisor Luis A. Plancarte, District 2, Chairman
Supervisor Jesus E. Escobar, District 1
Supervisor Michael W. Kelley, District 3
Supervisor Ryan E. Kelley, District 4
Supervisor Raymond "Ray" Castillo, District 5
&
County Executive Officer, County of Imperial
Tony Rouhotas, Jr.

I am pleased to present the 2019 Imperial County Agricultural Crop and Livestock Report in accordance with the requirements of Section 2279 of the California Food and Agricultural Code. This report summarizes the estimated acreage, yield, and gross value of Imperial County's agricultural production for the 2019 calendar year. Also included is a report on sustainable agriculture pursuant to Section 2272 of the California Food and Agricultural Code.

The values presented in this report represent the gross value for products and do not reflect the cost of production, marketing, storage, or transportation. No attempt is made to reflect the net income, profit, or loss to producers.

Gross production for 2019 was valued at \$2,015,843,000. This is a decrease of \$210,188,000 (9.44%) compared to the 2018 gross value. The decrease was mainly due to a decrease in harvested acres as well as some field, vegetable and livestock prices. Vegetables such as leaf lettuce, cabbage, romaine lettuce and spinach saw a significant decrease in price. The decrease in price for cattle also contributed to the decrease.

Cattle ranked as our #1 commodity with a gross value of \$449,021,000, which is a decrease of 4.43% from 2018. This was due to a 5.17% decrease in market price. Alfalfa remained as #2 and sugar beets moved from #12 in 2018 to #8 mainly due to better market prices and increase in harvested acres. Imperial County remains the sole producer of sugar beets in the state.

In 2019, there was a decrease of 9,332 total harvested acres, down 1.74% from 2018. Vegetables & melon crops saw a significant decrease in harvested acres, down 9.19%. Watermelons saw the largest decrease of harvested acres, down 54% with a decrease of 774 acres. Wheat saw the second largest decrease of harvested acres, down 43.34% with a decrease of 10,805 acres. Fruit & Nut Crops also saw a decrease in harvested acres.

The 2018 Agricultural Crop & Livestock Report was the first report in which I decided to add a theme, which was "Celebrating our Industry Partners". This year's theme for the 2019 crop report is "Tribute to Staff". Several employees volunteered to share their story, which I am truly grateful for their humility. I hope you enjoy reading these stories. It is through these profiles that we can see how diverse the Agricultural Commissioner's staff is.

Thank you to all the growers, processors, industry groups, and agencies who provided the information and statistics for this report; your help in this effort is truly appreciated. In addition, I would like to express my appreciation to all of the members of my staff for their continued hard work and dedication and particularly to the Special Projects Division, for their work in compiling this report.

Sincerely,

Carlos Ortiz
Agricultural Commissioner
Sealer of Weights and Measures

2019 PRODUCTION SUMMARY

Category	Harvested Acres		Changes in Harvested Acres	Gross Value		Changes in Gross Value
	2018	2019		2018	2019	
Livestock				\$532,130,000	\$522,309,000	-1.85%
Field Crops	341,229	344,435	0.94%	\$507,849,000	\$498,165,000	-1.91%
Vegetable & Melon Crops	132,604	120,415	-9.19%	\$984,472,000	\$799,424,000	-18.80%
Fruit & Nuts Crops	10,328	9,606	-6.99%	\$83,909,000	\$75,636,000	-9.86%
Seed & Nursery Products	53,031	53,404	0.70%	\$109,210,000	\$113,690,000	4.10%
Apiary Products				\$8,461,000	\$6,619,000	-21.77%
Total	537,192	527,860	-1.74%	\$2,226,031,000	\$2,015,843,000	-9.44%

Total harvested acres include multiple cropping on individual fields throughout the year.



Top Ten Commodities

Rank 2019	Commodity	Gross Value 2019	Rank 2018
1	Cattle	\$449,021,000	1
2	Alfalfa	\$217,446,000	2
3	Leaf Lettuce	\$109,502,000	3
4	Broccoli	\$105,521,000	5
5	Head Lettuce	\$102,970,000	4
6	Bermuda Grass	\$83,597,000	7
7	Carrots	\$65,798,000	10
8	Sugar Beets	\$62,050,000	12
9	Romaine Lettuce	\$60,307,000	11
10	Spinach	\$57,928,000	8

Agricultural Production Areas*

2019 Total County Farmable Acres	
Imperial Valley	458,411
Bard/Winterhaven	14,782
Palo Verde	7,794
Total	480,987

*Obtained from Imperial Irrigation District, Palo Verde Water District and Bard Water District Reports.



LIVESTOCK



Crop	Year	Production				Unit	Value Per Unit	Gross Value
		Head	Unit Gain	Total Gain				
Cattle (Feedlot)	2019	386,295	10.16	3,924,760	cwt	\$114.41	\$449,021,000	
	2018	379,129	10.27	3,894,412	cwt	\$120.64	\$469,832,000	
Aquatic Products (Fish & Algae)	2019						\$18,282,000	
	2018						\$10,244,000	
Misc. Livestock	2019						\$55,006,000	
	2018						\$52,054,000	
Total 2019						Value	\$522,309,000	
Total 2018						Value	\$532,130,000	

Misc. Livestock may include: Calves, Replacement Cattle, Dairy Animals, Milk, Manure/Compost, Sheep, Wool, California Mid-Winter Fair & Fiesta Show Animals
Cwt = 100 Pounds



APIARY PRODUCTS



Crop	Year	Production			Unit	Value Per Unit	Gross Value
		Hive	Yield Per Hive	Total Units			
Honey	2019	34,315	12.08	414,696	lbs	\$1.84	\$763,000
	2018	36,659	10.66	390,624	lbs	\$1.78	\$694,000
Wax	2019	8685	0.50	4,342	lbs	\$2.59	\$11,000
	2018	11,594	1.09	12,583	lbs	\$2.74	\$35,000
Pollination	2019	81,210			colony	\$71.98	\$5,845,000
	2018	107,812			colony	\$71.72	\$7,732,000
Total 2019						Value	\$6,619,000
Total 2018						Value	\$8,461,000



John Molina (Army)



Robert Japp (Navy)



Our office is proud to have in its ranks two veterans from our country's military forces.

They are currently employed as Agricultural Assistant/Standards Technicians with the Pest Detection and Eradication Division (PD&E). Part of their job includes trapping insects using yellow sticky traps placed in trees around the county. When the traps have been serviced (switched out) and come back to the office, they are then carefully examined to determine whether there is anything on the trap that looks like a pest of concern. If there is a suspect then the trap is sent to a lab where it is identified. This is important stuff for our County's plant and crop health. Some of the pests we are looking for are: the Mediterranean Fruit Fly, the Asian Citrus Psyllid, and other exotic and invasive pests. Other pests using a different kind of trap include Red Imported Fire Ant, South American Palm Weevil and others.



John Molina

John Molina served in the U.S. Army from 2003 to 2015. His service with the 36th infantry division led him to two deployments in the Middle East Farah Province in western Afghanistan and later to the Tallil Air Base near Nasiriyah in Iraq. After he left the Army, he worked for the California Conservation Corps of Kings Canyon National Park out in the backcountry. His next job was with the Anza Borrego Desert State Park on the natural resource management crew. John has been working with the Agricultural Commissioner's Office for the last 4 years. Currently he is working on an Associate's Degree in Heating, Ventilation and Air Conditioning (HVAC).

Robert Japp

Robert was born in Michigan and raised in Ohio and Oregon. He served in the Navy from 1987 to 2001. During his service in the U.S. Navy, he studied Meteorology and Oceanography. While in the Navy, he twice manned a Transatlantic Abort Landing Site for NASA Space Shuttle Missions, spent 13 months in Antarctica, and traveled to six continents (all but South America). Robert went on to work for the California Department of Food and Agriculture (CDFA) Pest Detection and Eradication department for five years where he gained valuable experience while working on the Asian Citrus Psyllid, the South American Palm Weevil and the European Grapevine Moth programs. After leaving CDFA, he came to work here in Pest Detection and Eradication as an Agricultural Assistant. A few of Robert's hobbies include drawing, computer graphics and collectibles.



Ashley Romero



Ashley Romero is an Agricultural Biologist/Standards Specialist II in the Special Projects Division. She has been working for the Ag Commissioner's Office for just over a year. Ashley graduated from Calexico High School in 2014 and Imperial Valley College in 2016.

She went on to attend the University of Arizona - Yuma, where she received a Bachelor of Science degree in Agricultural Technology Management with a minor in Microbiology. Ashley never imagined she would be in an ag-related career, but it was her many experiences throughout college that steered her in that direction. It began when the United States Department of Agriculture (USDA) sponsored her to attend the Hispanic Association of Colleges and Universities (HACU) conference in Denver. This opened the door to opportunities such as internships, volunteering, and traveling.

During college, Ashley interned with the US Forest Service and USDA-Food Safety and Inspection Service in northern California. She also volunteered with the USDA Regional Director at San Diego State University-Imperial Valley Campus, where she was involved in outreach for agricultural opportunities for Imperial Valley high school and college students.

Ashley also applied for sponsorship to attend the USDA Ag Outlook Forum in Washington D.C. and was selected as 1 of 20 undergrads from around the country. This opened her eyes to the possibilities within the agricultural community and enabled her to switch her major and begin a career in agriculture. Ashley's current tasks include the Phytosanitary Field Inspection of Seed Program, the Industrial Hemp Program and the development and maintenance of the office website. Ashley's hobbies include traveling, PC gaming, reading, playing with her dog (Toby), and watching Netflix.



Frank Duarte



Frank Duarte must have really enjoyed his 30 years at the Ag Commissioner's Office because he came back to us just nine months after his retirement, back at it as an Extra Help Biologist. He was assigned to just about every division we have; Pesticide Use Enforcement, Pest Detection and Eradication, Weights and Measures and Pest Exclusion. As an Extra Help Biologist, he has worked on the Industrial Hemp Program, and anywhere else he was needed.

Frank was born into a migrant farm working family. He was one of eight children. His dad and mom and all the kids would pack up and go north looking for work.

Working as laborers, his family would find growers who would provide the family with housing, be it a home, garage or someone's back yard. Being four years old, there was not a whole lot for him to help with. They usually worked harvesting stone fruit such as peaches, apricots, plums, and other fruits and vegetables. He remembers his dad shaking the trees and Frank's job would be to pick up all the fruit that fell. When they worked in field crops, his job was to collect all the vegetables left behind. He enjoyed working in the summertime because the whole family was together, having fun even though it was hard work. Frank has good memories of those summers.

When Frank was in the eighth grade his family started working for a company who came from Turlock. The company the family worked for harvested garlic and onion. His dad was a machine operator, mom and sisters worked on the harvesting machine, cleaning debris from the garlic and onions. Frank was the bucket boy, filling the buckets with product so the harvester could pick them up.

When he got older, he moved up to tractor driver, then machine operator

like his dad. In his senior year in high school he was a service truck operator and with that job he no longer traveled with his family.

After high school, he went to Cal Poly San Luis Obispo and graduated with a degree in Crop Science. His senior project was a trial of three different varieties of garlic funded by his employer. By the time he graduated, his family had stopped migrant fieldwork and they moved to San Diego. He had a few jobs after college, one at Terminix Pest Control, where he obtained several structural pest control licenses. Frank moved on to the Agricultural Commissioner's Office. On day one, he was ready to apply all the knowledge, experience and work ethic he learned in college, from his family, and his prior employers. Frank says that being hired by the Ag Commissioner's office was one the best things in his life. The friendships he made with his co-workers and those within the agricultural industry could never be replaced. The job itself was always challenging and he learned new things every day. Frank says that it is a great place to work.

FIELD CROPS

Crop	Year	Production				Value Per Unit	Gross Value
		Harvested Acres	Yield Per Acre	Total Units	Unit		
Alfalfa Hay	2019	150,562	7.92	1,191,859	ton	\$182.44	\$217,446,000
	2018	155,171	7.54	1,169,723	ton	\$186.76	\$218,455,000
Bermuda Grass Hay	2019	64,660	8.60	556,240	ton	\$150.29	\$83,597,000
	2018	55,638	10.22	568,757	ton	\$167.89	\$95,489,000
Cotton (Lint)1/	2019	3,938	2.25	8,861	bale	\$447.53	\$3,965,000
	2018	3,075	3.45	10,614	bale	\$432.38	\$4,589,000
Cotton (Seed)	2019			3,168	ton	\$147.50	\$467,000
	2018			4,130	ton	\$150.00	\$619,000
Klein Grass Hay	2019	20,952	9.43	197,491	ton	\$154.41	\$30,494,000
	2018	17,932	13.03	233,564	ton	\$175.80	\$41,061,000
Pastured Crops 2/	2019	42,950			acre	\$37.23	\$1,599,000
	2018	43,371			acre	\$39.38	\$1,708,000
Straw (Baled)	2019			61,276	ton	\$34.26	\$2,099,000
	2018			128,499	ton	\$37.23	\$4,785,000
Sudan Grass Hay	2019	53,141	5.07	275,021	ton	\$138.61	\$38,867,000
	2018	53,562	6.41	343,094	ton	\$153.63	\$52,708,000
Sugar Beets	2019	25,417	47.20	1,199,642	ton	\$51.68	\$62,050,000
	2018	24,417	47.73	1,165,423	ton	\$47.08	\$54,868,000
Wheat	2019	14,127	3.51	49,629	ton	\$246.67	\$12,242,000
	2018	24,932	3.43	85,530	ton	\$157.50	\$13,471,000
Misc. Field Crops	2019	11,638					\$45,339,000
	2018	6,502					\$20,096,000
Total 2019	Acres	344,435				Value	\$498,165,000
Total 2018	Acres	341,229				Value	\$507,849,000

Misc. Field Crops may include: Barley, Field Corn, Mixed Grasses, Molasses, Oats, Rape, Ryegrass, Safflower, Sesbania, Sorghum Grain, Sorghum Silage, Sugarbeet Molasses, Sugarbeet Pulp, Sugarcane.

1/Cotton Bales = 500 Pounds

2/Pastured Crops are pastured once and the acreage is not included in the total and may include: Alfalfa, Bermuda Grass, Permanent Pasture



SEED & NURSERY PRODUCTS

Crop	Year	Production				Unit	Value Per Unit	Gross Value
		Harvested Acres	Yield Per Acre	Total Units				
Alfalfa Seed								
Non-Certified	2019	11,102	733.18	8,139,474	lbs	\$2.20	\$17,907,000	
	2018	10,665	670.17	7,147,328	lbs	\$2.20	\$15,724,000	
Certified	2019	15,358	713.10	10,952,081	lbs	\$2.81	\$30,815,000	
	2018	25,937	625.60	16,226,187	lbs	\$3.25	\$52,735,000	
Total Alfalfa Seed	2019	26,460	721.53	19,091,555	lbs	\$2.55	\$48,722,000	
	2018	36,602	638.59	23,373,515	lbs	\$2.93	\$68,459,000	
Bermuda Grass Seed								
Non-Certified	2019	5,025	376.46	1,891,719	lbs	\$3.82	\$7,231,000	
	2018	4,366	400.78	1,749,796	lbs	\$4.93	\$8,623,000	
Certified	2019	5,253	321.63	1,689,540	lbs	\$4.96	\$8,380,000	
	2018	4,520	351.33	1,588,027	lbs	\$6.00	\$9,528,000	
Total Bermuda Grass Seed	2019	10,278	349.05	3,581,259	lbs	\$4.36	\$15,611,000	
	2018	8,886	375.63	3,337,822	lbs	\$5.44	\$18,151,000	
Onion Seed								
	2019	746	462.00	344,652	lbs	\$5.00	\$1,723,000	
	2018	883	331.56	292,765	lbs	\$7.22	\$2,115,000	
Misc. Seed & Nursery								
Misc. Non-Certified Seed	2019	12,119					\$33,442,000	
	2018	2,392					\$4,876,000	
Misc. Certified Seed	2019	3,162					\$6,839,000	
	2018	3,504					\$7,634,000	
Misc. Nursery Products	2019	639					\$7,353,000	
	2018	764					\$7,975,000	
Total 2019	Acres	53,404				Value	\$113,690,000	
Total 2018	Acres	53,031				Value	\$109,210,000	

Misc. Seed and Nursery Products may include: Aloe Vera, Broccoli Seed, Carrot Seed, Cauliflower Seed, Celery Seed, Chinese Cabbage Seed, Chrysanthemum Seed, Coriander Seed, Cut Flowers, Lettuce Seed, Mizuna Seed, Nursery Plants, Palm Trees, Radish Seed, Rapeseed, Ryegrass Seed, Sudan Seed, Sunflower Seed, Vegetable Transplants, Watermelon Seed, Wheat Seed.



Paul Deol



Paul Deol is an Agricultural Biologist /Standards Specialist III with the Pest Exclusion Division. Previously he worked in Weights and Measures and Pest Detection and Eradication. He has been working with the county for the last 15 ½ years. During his career at the Agricultural Commissioners, Paul has passed all the required state examinations.

Paul was born and raised in a farming family in Imperial Valley. He spent most summers and weekends raking and baling hay, topping sugar beets, repairing equipment and irrigating fields. Paul attended Imperial Valley College and then California Polytechnic State University, Pomona where he obtained a bachelor's degree in Agronomy in 1984.

Before his employment at the Agricultural Commissioner's Office, Paul successfully owned and operated a farming business in Imperial County for 23 years. This business consisted of hay and grain production and sales, custom tractor work for other farmers, overseeing employees, and repair and maintenance of equipment. During the time that Paul operated his family farming business, he produced alfalfa, wheat, Sudan grass, melons, kleingrass, and Bermuda hay and seed.

At the Agricultural Commissioner's Office Paul has worked on the weed management area, Glassy-winged Sharpshooter program, Asian Citrus Psyllid program, Fruit-fly trapping

program, field inspection program and Phytosanitary inspections and issuance. Paul has also worked in Weights and Measures certifying scales, gas pumps, electric meters, etc.

A strong community involvement has been an important part of Paul's activities outside of work. From 2008 to 2018, Paul served as Assistant Scout Master and Merit Badge Counselor with the Boy Scouts of America. In his spare time, Paul enjoys hunting, fishing, target shooting, boating, off-roading and growing fruit trees.



Jolene Dessert



Jolene Dessert was raised in El Centro and is a graduate of Central Union High School. As a member of the Future Farmers of America (FFA) she was introduced to the many aspects of agriculture and the sciences behind it.

While attending Imperial Valley College (IVC), Jolene worked as an Ag Assistant at the USDA Research Center in Brawley. She conducted mostly cotton and pink bollworm research.

From IVC she went on to Cal Poly, Pomona where she worked as a curator in the insect lab and graduated with a degree in Agricultural Biology. Shortly after graduating, she started her career at the Agricultural Commissioner's Office as an Agricultural Biologist. Since then she has served as the County's Entomologist/ Plant Pathologist and as a Deputy Commissioner/Sealer. She is now the Assistant Agricultural Commissioner/ Sealer of Weights and Measures.

Jolene's maternal grandparents, Henry and Olive Jackson, were early pioneers and farmers of Imperial County, arriving in the area in 1910. Henry stocked mules for hire for early farming and for the construction of the All-American Canal.

In July 1929, Henry held the title of "Watermelon King of Imperial County" and handed out watermelons instead of cigars when her mother, Marian, was born that same month.

From cracking cotton bolls to trapping, surveying, and identifying pests and now managing staff and programs, the work and assignments have been a constant opportunity for her to learn and develop professionally, for which she is very thankful. Jolene is married to Matt, has a daughter Emily who is a registered nurse, and a son Matthew who is a sophomore at the University of Denver.



Kelley Jackson



Kelley Jackson started working for the Agricultural Commissioner's Office in November of 2016. She is an Agricultural Biologist II and has been assigned to the Pest Detection and Eradication Division for the entire 4 years she has been here and, as such, she calls it her "home".

One of her assignments is performing nursery inspections. When local stores receive nursery stock, she drives to the store and inspects the incoming nursery stock before it can be placed on shelves to be sold. The same inspections are done when a landscape company receives nursery stock on a jobsite.

Before they are planted, she has to inspect the plant material. She is looking for diseases and pests of concern in the plant material coming from other counties and states. It is very important that the nursery stock is free from diseases and pests that could harm our local agriculture or ornamental landscape plants and trees.

Kelley grew up in Holtville. After she graduated high school, she attended the University of Arizona where she earned her degree in Agronomy. With her degree in hand, she began working part time for her future father in law, Chris Jackson, helping in the office until she found a full time job. She found a seasonal position with the Agricultural Commissioner's Office working on the Hydrilla-triploid Grass Carp program, in conjunction with the Imperial Irrigation District (IID).

After leaving the seasonal job, she worked for the next 29 years at these employers: as an Agricultural Consulting Assistant with Clyde Shields Entomological Service/Plant Production Service, as a partner at Desert Valley Ag, and as a field assistant for Trio Equipment Company.

Kelley is thankful for all of the knowledge and experience she gained by working with our local agricultural community and grateful to have met many wonderful people along the way. Kelley has been married to Greg Jackson for nearly 34 years and they have a daughter, Emily. Kelley enjoys being active and volunteering in her spare time. Kelly and her husband have been involved in the local 4-H program for many years, serving as leaders in the Mt. Signal 4-H Club. The 4-H Club gives Kelley the opportunity to give back to the community and make a difference in the lives of our local youth.



David Claverie



David Claverie is an Agricultural Biologist/Standards Specialist III for the Imperial County Agricultural Commissioner's office. He has been with the department for 11 years.

David is a third generation Imperial County resident working in agriculture. Both of his grandfathers emigrated from Europe to settle in the Imperial Valley. They purchased ground and began farming in the early 1900's growing hay, grain, vegetables, and milking dairy cows.

His father returned from military service and purchased farm land, where he farmed hay, grain, and raised sheep.

David was raised on his family's farm where he was taught all the facets of farming from an early age. He worked moving sheep before school, and after school he harvested alfalfa, worked on equipment and many other projects that needed to be done on the farm.

After graduating from Cal Poly, Pomona with a degree in Ag Business Management/Ag Marketing, David managed a custom hay harvesting operation and worked for several seed companies in purchasing, conditioning, sales, and research and development.

After 30+ years in the seed and hay harvesting industry David found his way to the Agricultural Commissioner's Office where he worked in Weights and Measures/Pest Exclusion Division and now in the Special Projects Division.

His current duties include overseeing our organic program, hemp program, PQ field inspections and other special projects.



VEGETABLES & MELONS

Crop	Year	Production				Value Per Unit	Gross Value
		Harvested Acres	Yield Per Acre	Total Units	Unit		
Broccoli (Market)	2019	11,957	451.73	5,401,345	26 lbs	\$19.54	\$105,521,000
	2018	13,726	460.22	6,316,932	26 lbs	\$15.99	\$100,982,000
Cabbage (Market)	2019	1,922	802.65	1,542,700	45 lbs	\$8.76	\$13,507,000
	2018	2,044	777.25	1,588,700	45 lbs	\$13.71	\$21,777,000
Carrots							
Market	2019	4,298	825.75	3,549,156	50 lbs	\$5.84	\$20,740,000
	2018	4,764	932.29	4,441,707	50 lbs	\$3.15	\$13,977,000
Processing & Others	2019	10,029	35.51	356,118	ton	\$126.52	\$45,058,000
	2018	11,117	26.41	293,541	ton	\$161.20	\$47,319,000
Total Carrots	2019	14,327					\$65,798,000
	2018	15,881					\$61,296,000
Cauliflower (Market)	2019	4,815	687.05	3,308,167	23 lbs	\$11.31	\$37,411,000
	2018	5,091	645.00	3,283,695	23 lbs	\$12.12	\$39,794,000
Head Lettuce							
Naked Pack	2019			1,984,064	50 lbs	\$9.56	\$18,976,000
	2018			2,274,594	50 lbs	\$9.27	\$21,076,000
Wrap Pack	2019			4,960,161	40 lbs	\$9.28	\$46,041,000
	2018			5,686,485	40 lbs	\$9.13	\$51,934,000
Bulk	2019			3,968,129	50 lbs	\$9.56	\$37,953,000
	2018			4,549,188	50 lbs	\$9.27	\$42,152,000
Total Head Lettuce	2019	13,663		10,912,354	ctn	\$9.44	\$102,970,000
	2018	16,241		12,510,266	ctn	\$9.21	\$115,162,000
Leaf Lettuce	2019	14,066	549.31	7,726,531	35 lbs	\$14.17	\$109,502,000
	2018	13,953	404.21	5,639,991	35 lbs	\$21.74	\$122,627,000
Spring Mix 1/	2019	*	*	*	*	*	*
	2018	2,996	9,354.00	28,027,390	lbs	\$0.58	\$16,256,000
Onions							
Market	2019	3,109	1,401.50	4,357,263	50 lbs	\$4.16	\$18,119,000
	2018	4,708	2,377.35	11,192,554	50 lbs	\$6.60	\$73,834,000
Processing	2019	8,694	21.03	182,869	ton	\$148.40	\$27,138,000
	2018	7,852	19.51	153,161	ton	\$161.98	\$24,810,000
Total Onions	2019	11,803					\$45,257,000
	2018	12,560					\$98,644,000
Potatoes	2019	2,518	183.33	461,633	cwt	\$26.30	\$12,139,000
	2018	2,087	250.95	523,733	cwt	\$34.93	\$18,294,000
Spinach	2019	8,128	13,173.67	107,075,563	lbs	\$0.54	\$57,928,000
	2018	8,585	11,431.54	98,139,768	lbs	\$0.86	\$84,291,000
Sweet Corn	2019	8,246	344.71	2,842,514	50 lbs	\$11.58	\$32,908,000
	2018	8,569	358.00	3,067,702	50 lbs	\$13.22	\$40,540,000
Romaine Lettuce	2019	8,050	994.83	8,008,370	35 lbs	\$7.53	\$60,307,000
	2018	7,787	750.75	5,846,099	35 lbs	\$9.47	\$55,371,000
Misc. Vegetables	2019	14,657					\$119,415,000
	2018	16,098					\$156,688,000
Cantaloupes	2019	4,224	717.00	3,028,608	40 lbs	\$7.04	\$21,334,000
	2018	4,330	635.09	2,749,956	40 lbs	\$8.90	\$24,481,000



VEGETABLES & MELONS

Crop	Year	Production				Value Per Unit	Gross Value
		Harvested Acres	Yield Per Acre	Total Units	Unit		
Honeydew & Misc.	2019	1,398	620.29	867,159	40 lbs	\$9.70	\$8,411,000
Melons	2018	1,241	692.13	858,927	40 lbs	\$11.95	\$10,261,000
Watermelons	2019	641	31.06	19,911	ton	\$352.38	\$7,016,000
	2018	1,415	31.92	45,170	ton	\$398.68	\$18,008,000
Total 2019	Acres	120,415				Value	\$799,424,000
Total 2018	Acres	132,604				Value	\$984,472,000

Misc. Vegetables may include: Artichoke, Arugula, Asparagus, Beets, Bok Choy, Celery, Cilantro, Collard, Dill, Gai Lon, Herbs, Kale, Mint, Mizuna, Mustard, Napa Cabbage, Okra, Parsley, Radish, Rapini, Squash, Sweet Basil, Swiss Chard, Thyme.

1/* 2019 Spring Mix is now included in Misc. Vegetables.

FRUIT & NUTS

Crop	Year	Production				Value Per Unit	Gross Value
		Harvested Acres	Yield Per Acre	Total Units	Unit		
Dates	2019	2,556	3.59	9,175	ton	\$2,471.23	\$22,674,000
	2018	2,825	3.30	9,321	ton	\$2,598.83	\$24,224,000
Grapefruit	2019	638	15.66	9,992	ton	\$466.50	\$4,661,000
	2018	692	12.08	8,362	ton	\$486.93	\$4,072,000
Lemons	2019	4,126	11.68	48,171	ton	\$757.01	\$36,466,000
	2018	4,612	12.66	58,383	ton	\$749.27	\$43,745,000
Tangelos	2019	633	6.11	3,870	ton	\$458.97	\$1,776,000
	2018	532	4.76	2,532	ton	\$553.83	\$1,402,000
Tangerines	2019	578	11.51	6,651	ton	\$453.33	\$3,015,000
	2018	570	7.50	4,275	ton	\$754.67	\$3,226,000
Misc. Citrus, Fruit & Nut Crops	2019	1,075					\$5,825,000
	2018	1,097					\$6,335,000
Citrus by-Products	2019						\$1,219,000
	2018						\$905,000
Total 2019	Acres	9,606				Value	\$75,636,000
Total 2018	Acres	10,328				Value	\$83,909,000

Misc. Fruit & Nut Crops may include: Grape, Jujube, Lime, Mango, Olive, Orange, Pecan.



SUSTAINABLE AGRICULTURE

Pest Detection Trapping

This division is mandated to monitor agricultural and urban areas for harmful exotic pests in order to protect the local agricultural industry, environment, the public, and urban landscaping. This is largely accomplished through trapping, visual surveys, and the inspection of incoming nursery stock. The division also provides field inspection services for seed exporters where inspection of mother plants is required and provides pest identification services.



Target Pest	Host Crops	Traps Placed	Annual Services
European Corn Borer	Corn & Sorghum	12	118
Various Exotic Fruit Flies	Fruit Trees & Vegetables	110	1,443
Glassy-winged Sharpshooter	Crops & Ornamentals	494	9,582
Gypsy Moth	Shade Trees	60	466
Japanese Beetle	Turf & Flowers	59	458
Khapra Beetle	Stored Food Products	36	470
Mediterranean Fruit Fly	Fruit Trees	121	6,305
Melon Fruit Fly	Vegetables	121	6,305
Mexican Fruit Fly	Fruit Trees	121	6,304
Oriental Fruit Fly	Fruit Trees	121	6,305
South American Palm Weevil	Palm Trees	84	59

Pest Detection Survey

Target Pest/ Survey Sites	Area Surveyed	Inspections & Finds	Actions
Asian Citrus Psyllid/ Huanglongbing	Residential citrus trees within 2 miles of the international border	1,068 sites surveyed	No action needed
		1,003 plant samples	
		1 insect sample	
Glassy-winged Sharpshooter	Retail nursery stock shipment	1,373 inspections; No finds	4-returned
		11 rejections not due to finds	2-destroyed 5-other
	Bulk citrus fruit	127; No finds	No action needed
Ag & Urban A-Rated & Noxious Weed Pest Survey	1,534 total miles	25 total positive sites	4 sites mechanical removal
Pathogens of concern for export	305 fields	147 target pests of concern	No action needed
Red Imported Fire Ant	42 High risk sites	43 inspections; No positive finds	No action needed



SUSTAINABLE AGRICULTURE

Pest Exclusion & Quarantine

This division is mandated to exclude exotic agricultural, urban, and environmental pests and to prevent movement of newly discovered pests within the state. This is accomplished through inspection of incoming agricultural products and enforcement of quarantines that prohibit or restrict the movement of plants, seeds and other items capable of harboring harmful pests. In addition, certificates of quarantine compliance and phytosanitary certificates are issued for commodities originating here, in order to assist growers in moving their products to other counties, states or countries.

Plant Quarantine

Pest Exclusion Inspection - Shipments Entering Imperial County

Type of Inspection	Inspections	Pounds	Origin
Field & Vegetable Seed	686	16,799,841	AL,AZ,CO,ID,IL,NE, NV,OR,TX,WA
Plants	253	-	AZ, CA, FL, BC, TN, MS, MI, OH, NM, MT, ND, OR
Bees	28	-	CA,OR, ND



Nursery & Seed Inspection

The goal of the nursery inspection program is to prevent the introduction and spread of agricultural pests through nursery stock and to protect agriculture and the consumer against economic losses resulting from the sale of inferior, defective or pest-infested nursery stock. The seed law enforcement program protects seed consumers by regulation of the marketing of seed, inspection of seed grown or sold locally, verification of purity and germination, investigation of seed complaints, and prevention of the spread of noxious weed seeds through seed products. Also included in this program is the California Certified Seed Program in which superior varieties of seed are grown, processed and distributed under close supervision.



Nursery Inspections

Type of Inspection	Locations	Production Areas	Nursery Stock Type
Production Nursery	31	1,068.64	Date palms, ornamental trees, shrubs, annuals, and fruit trees.

California Crop Improvement Association Inspections & Certification

Type of Inspection	Inspections
Harvest Equipment	42

Seed Transfer Certification	Inspections
In-state	124
Out of state	28

Cynthia Paz



Cynthia Paz is an Agricultural Biologist/Standards Specialist III with the Pesticide Use Enforcement (PUE) Division. She began her career at the Agricultural Commissioner's Office working in the Exclusion/Weights & Measures division for five years. Cynthia is close to finishing her third year in the PUE division, which she describes as a challenge, but it only makes her grow.

Cynthia was raised surrounded by agriculture; as an Imperial County native it's kind of a requirement. Growing up, she remembers hearing the stories of her grandpa farming his land in Mexico. As Cynthia grew older, her parents managed an apartment complex where many of the tenants were field workers. Agriculture has been a part of Cynthia's life since she was a child, therefore it was no surprise to her that studying agriculture would be in her future. During her high school years, Cynthia was involved in Calexico FFA, and later applied to Cal Poly Pomona.

Pomona was an adventure. She majored in Ornamental Horticulture and took courses like Plant Pathology, Weed Science, Arboriculture and Ag Insect Pests. Cynthia was a member in both Los Rancheros Agronomy Club and Los Robles Horticulture Club. She served as the publicist and then two years as secretary for Los Robles.

Cynthia participated in many agriculture related events while in college such as The Pumpkin Festival, NACTA and the Hot Rod & Tractor Show.

She graduated in June of 2011. After graduating from Pomona, Cynthia worked with Imperial County Farm Bureau (ICFB) as their administrative assistant. Although this was a part-time job and not the career path she had in mind, Cynthia learned many things from her co-workers. After nearly a year of working at ICFB, she was hired by the Imperial County Agricultural Commissioner's Office.

Cynthia and her husband, Nery, bought a house outside the City of Imperial, where they live with their sons, Samuel and Daniel. Their home is not only filled with a dog and two cats, they also have chickens, goats and lambs. Her family attends church in Calexico, where she is a Sunday school teacher.



Ramon Ortega



Ramon Ortega joined the Agricultural Commissioner's Office in 1991. He started his career as an Agricultural Biologist in Pesticide Use Enforcement (PUE). After 23 years in the PUE division, Ramon moved on to work in Pest Detection and Eradication for 3 years. Ramon is currently an Agricultural Biologist/Standards Inspector III in the Pest Exclusion/Weights & Measures division.

Ramon learned that hard work goes hand in hand with agriculture early in his life. Ramon started working in the fields when he was 11 years old. His father was the foreman on a ranch and would allow Ramon to work on the weekends thinning sugar beets with a short handle hoe. When Ramon was 13 years old, he started raking hay with a tractor, and at 15, he was baling hay. By the time Ramon was 17 he was driving a variety of agricultural equipment. During the weekends in his high school years, when there was no tractor work Ramon would go to Imperial Avenue in Calexico at 2:00 AM to look for field work and earn some money for his personal expenses.

Ramon graduated from Calexico High School and then went on to obtain an Agricultural Science degree from Cal Poly Pomona. Ramon is proud to have been the first in his family to earn a college degree. While attending college, Ramon worked with a landscaping company installing automatic sprinkler systems.

The first professional job Ramon obtained after graduating college was in a soil lab in Brawley with Dr. Malek Kaddah. His duties were to do soil profile descriptions and take soil samples in the fields to test for fertility and salinity. He also collected petiole samples for nutrient levels and analyzed them at the lab. Ramon worked at this lab for 3 years. After working at the lab, Ramon went to work for Milas Russell Jr as a grower assistant/irrigation foreman. Ramon worked for Russell for 2 ½ years.

In his spare time, Ramon enjoys gardening, camping and off-road races.



Jeffrey Lopez



Jeff Lopez, Agricultural Biologist/Standards Specialist III, has spent the last six years working for the Agricultural Commissioner's Office, in the Weights and Measures Division, Pesticide Use Enforcement, and most currently in Pest Detection & Eradication. However, 20 years ago, he would have never imagined being where he is now.

The road that brought Jeff to our small desert community did not involve farmers or agriculture, but rather cadavers and pharmaceuticals. With a chemistry degree from Cal State Los Angeles, Jeff spent 15 years working in the Los Angeles area as a Senior Donor Coordinator where he recovered cadaver tissues used for transplants. It was a specialized field of expertise that involved graphic circumstances and raw emotions.

A career change led him and his wife to the Tucson area where he worked in the pharmaceutical industry. However, only a few years after they arrived in Tucson, his wife was offered a position with the Calexico Mission School and the family once again saw a change of scenery.

Coming from Los Angeles, Tucson seemed like a small town that Jeff says, unknowing at the time, prepared him for his move to Imperial County. Working in the Imperial Valley farm fields, he was able to experience outdoor open space like never before.

As an Agricultural Biologist, Jeff is seldom bored at his job saying, "I don't like constantly repeating the same thing over and over; here every inspection is different because the people doing the work are always different." Jeff's chemistry background taught him to think like a scientist asking numerous questions. This training proved useful as he found himself surrounded by fields and crops he knew very little about. With the help of fellow Biologists and an inquisitive mind, he now better understands and loves the Imperial County agricultural community.

In his spare time Jeff enjoys reading, cooking, listening to music and singing church choir hymns.



Julian Lopez



Julian Lopez is the Deputy Agricultural Commissioner for the Pesticide Use Enforcement (PUE) division. Under the leadership and direction of County Agricultural Commissioner (CAC) Carlos Ortiz, Julian and his division protect human health and the environment by regulating pesticide use.

Julian has worked for the CAC for the past 9 years. Julian strives to put the needs of his fellow co-workers first and collaborates to integrate people into high performing teams that will better serve the County of Imperial. In April 2018, Julian was selected as the Imperial County Employee of the Month.

Julian was selected by the CAC to serve in the Technical Advisory Panel that reports to the California Agricultural Commissioners and Sealers Association's Information Management Committee and as a representative on the Imperial County Environmental Justice Taskforce. Always aiming to improve at a personal and professional level, Julian is currently a fellow of (Class 50) the CA Agricultural Leadership Program, an advanced leadership development experience for professionals seen as emerging leaders who will be effective advocates for issues facing agriculture, our communities, the state, and nation.

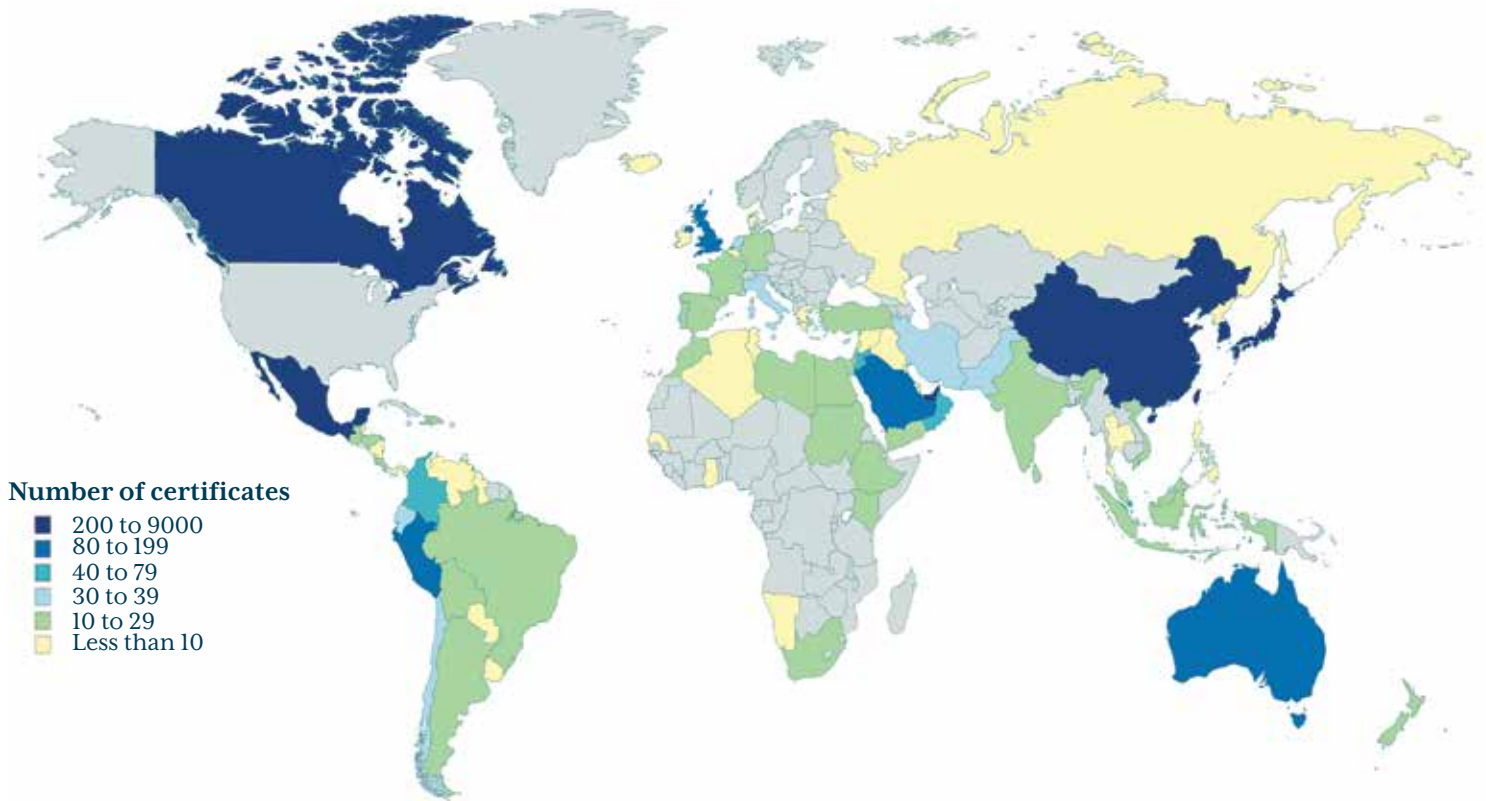
Julian credits his mentors, Carlos Ortiz, Jolene Dessert, and Rachel Garewal for his professional success.

His co-workers describe Julian as dedicated, hard-working, and committed to helping people become the best version of themselves.

Julian was born in Pomona and raised in Imperial. Julian's heroes are his parents, who remind him to stay humble, work hard, and be kind. He enjoys reading, listening to music and podcasts, journaling, working out, and coaching baseball. He and his wife Elena are graduates of the University of California, Riverside. They live in Imperial with their four sons, Julian (7), Sebastian (4), Benjamin (2), and Adan (1), who keep their parents very busy with school, sports, and 4-H.



2019 EXPORT COMMODITIES



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Federal Export Certificates^{1/}

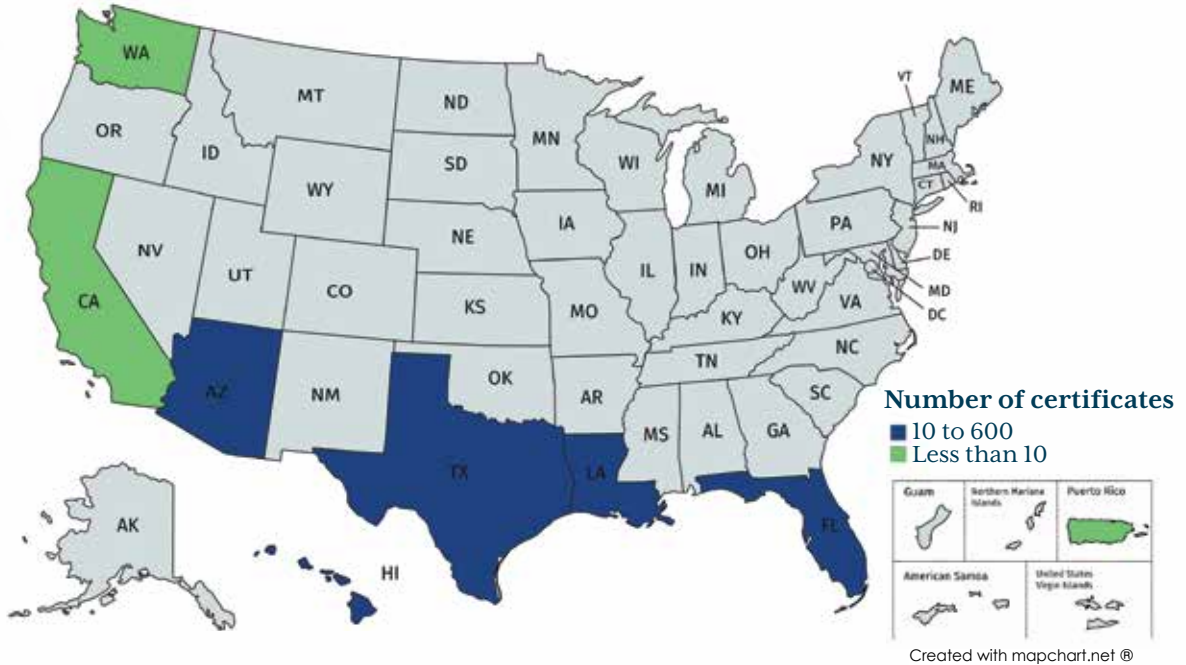
20,194 federal certificates issued to 85 countries
 92.7% of the certificates issued to 7 countries

Percentage of Certificates Issued per Country			
Japan	41.76%	Taiwan	3.22%
Mexico	32.74%	China	2.88%
Korea	7.05%	United Arab Emirates	1.31%
Canada	3.73%	Other	7.30%

Commodities Exported ^{2/}	
Hay	41.59%
Vegetables	38.69%
Seeds	11.58%
Other	8.14%

^{1/}Based on USDA Phytosanitary Certification Program
^{2/}Not all commodities originated in Imperial County

A CLOSER LOOK AT OUR TRADING PARTNERS



State Export Certificates^{1/}

1,017 state certificates issued to 8 states and territories
95.38% of the certificates issued to 3 states

Number of Certificates Issued per State			
Hawaii	54.87%	Texas	2.06%
Florida	31.07%	Louisiana	1.38%
Arizona	9.44%	Other	1.18%

Commodities Exported ^{2/}	
Vegetables	73.65%
Nursery	25.57%
Seeds	0.49%
Hay	0.29%

NOTE: Not all U.S. produce shipments require a phytosanitary certificate

California and the Global Market Place

According to the 2018-2019 California Agricultural Statistics Review^{1/}, California continues taking the lead as the number one agricultural producer and exporter.

- California exported around 26% of the agricultural production volume
 - California is the sole exporter of 99% or more of the following commodities:
- | | | |
|--------------|------------------------|----------------|
| > Almonds | > Figs | > Pistachios |
| > Artichokes | > Garlic | > Raisins |
| > Dates | > Kiwifruit | > Table grapes |
| > Prunes | > Olives and olive oil | > Walnuts |

California's Top 10 Agricultural Export Markets 2018^{1/}

Rank	Country
1	European Union
2	Canada
3	China/Hong Kong
4	Japan
5	Korea
6	Mexico
7	India
8	Vietnam
9	United Arab Emirates
10	Taiwan

California Exportation Gross Value in 2018

 **\$21.02 billion**

^{1/}Based on USDA Phytosanitary Certification Program

^{2/}Not all commodities originated in Imperial County

^{1/}<https://www.cdffa.ca.gov/statistics>

Valeria Mejía



Meet Valeria, one of our new Agricultural Biologists. She is assigned to our Pesticide Use Enforcement Division, and while she's new to our office, she isn't new to the Imperial Valley or the kind of work we do at the Imperial County Agricultural Commissioner's Office.

Valeria grew up on the small Gamboa ranch in Calexico and spent her childhood chasing cows and being her grandpa's shadow. The pair were always outdoors feeding the livestock and repairing pens and some kind of plumbing. She attended McCabe School and graduated from Southwest High School where she joined El Centro FFA. She entered a few metal shop projects in the local county fair alongside her future husband and also showed calves and lambs.

Valeria went on to further her education at California Polytechnic State University San Luis Obispo and graduated with a degree in Animal Science and a concentration in Food Animal Production.

During her time at San Luis Obispo, she was in collegiate FFA, Latinos in Agriculture, and served as manager of the Swanton Pacific Stocker Cattle Enterprise and the health manager of the Bull Test Enterprise. Valeria seized every opportunity Cal Poly had to offer and before she knew it, it was time to move onto greener pastures.

After graduation, Valeria went up north to Sacramento and interned with California Cattlemen's Association on the experimental Foothill Abortion vaccine trial. Her time was divided between the downtown office, UC Davis veterinary school, and the majority of it, spent on the road to ranches in CA, NV, and OR.

After her internship, she worked as a USDA food inspector at the local beef packer and later as a Park Ranger with BLM, providing emergency medical services at the Imperial Sand Dunes Recreation Area. Valeria was determined to become a biologist in Imperial County.

She packed up her car and went to Orange County with nothing more than a start date and an Airbnb reservation. After about 6 months of walking nurseries in OC and working shipping terminals, she made her way to San Diego County as an inspector in the Pesticide Regulation Program where she focused on performing structural fumigation inspections. Valeria was halfway through her honeymoon when she got the call – she landed herself the job in her home county! She's been an Agricultural Biologist/Standards Specialist with us since November 2019.

As you can tell, Valeria is well versed in public service and is an avid animal lover. She and her husband, Rudy have adopted four dogs and two kittens that have completely taken over their lives. They also have a small pet tortoise named Tortellini. She enjoys nature, hiking with her dogs, spending time outdoors working in her yard, and off-roading. Valeria is happy to be home and proud to serve the community that shaped her. She's excited to support the local agricultural industry and looks forward to meeting industry members throughout her career with Imperial County.

Hiram Rocha



Agricultural Biologist/ Standards Specialist Hiram Rocha has done a lot of living in his lifetime. Hiram was born in Mexico City. His family moved to Mexicali, Mexico when he was five years old. In elementary school Hiram began to learn the value of hard work. He learned how to cultivate on a small plot of land behind his home.

At 10 years old, he worked at a grocery store and at 14, a cotton gin where he cleaned the offices, assisted with receiving and helped weigh the trucks.

During high school he attended night school at the Science and Arts Institute (in Mexicali) taking courses in accounting while he worked for a bank.

Hiram continued his education and graduated college with a degree in Engineering in Agronomy from the University of Chihuahua and a Master's Degree with an Honorary Mention in Agricultural Sciences specializing in plant breeding at the Autónoma University Antonio Narro in Saltillo, Mexico.

After Hiram graduated he went to work as a professor and researcher and later became the Principal (Director) at the University of Baja California Ag School, where he stayed for the next 20 years. In addition to teaching, he earned his pilot's license. He became a commercial crop duster pilot and an instructor for crop-dusters at a flight school in Mexicali. He flew official assignments for the government of Baja California, Mexico. Hiram became a test pilot and pulled gliders on the weekends.

With family here in the USA, Hiram emigrated to Fort Ord, CA and validated his professional degrees in two years.

His next job was doing field quality control and working in organic fertilizer and pesticides for different companies. After some years, he started teaching Natural Science at San Diego State University, Imperial Valley Campus.

Fast forward to 1997 where he began his career here in the Pesticide Use Enforcement Division. Although most of his job consists of inspections, investigations, and audits, the teacher side of him enjoys outreach and teaching better methods to the ag community. He enjoys talking to everyone and shows no sign of slowing down any time soon. Hiram says, "When you love your job, it is gratifying to hear someone say, you've done well." Hiram is honored to have been chosen as The Imperial County Employee of the Month in 2016. He has a great love for motorcycles, aviation and is always seeking new things to learn.

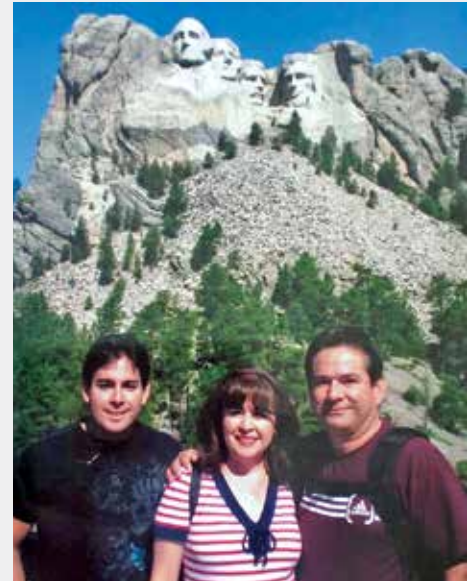
Carlos Ortiz

Thirty-two years have passed since the day Carlos began working at the Agricultural Commissioner's Office in 1988, on a journey that has led him to the highest position in the department. Overseeing an agricultural industry that spans over approximately 450,000 farmable acres is a complex and challenging task that Carlos was prepared to take on. He confidently embraced this professional challenge relying on the strong upbringing, academic and professional experience that shaped his leadership abilities.

His father was a farmer in Guanajuato, Mexico. Carlos' father participated in the Bracero Program and when Carlos was 4 years old, his father moved the family to Oxnard, California. Carlos attended school but also worked with his father and family harvesting strawberries, tomatoes, and cut flowers during weekends and the summers. Several years later his father purchased a farm in Mexico, farming different crops, raising swine and running a dairy. Carlos remembers helping his father along with his siblings, in all types of farming activities. When Carlos became a teenager, he worked during the summers for his oldest brother Jose, in his brother's flower business in Ventura County. Carlos appreciates all the support he has received throughout his life from his parents and all of his siblings (7 brothers and 2 sisters) and especially from Jose who always had a job for Carlos while on school vacation and trusted Carlos in various roles in his business.

Carlos graduated from the Instituto Tecnológico y de Estudios Superiores de Monterrey with a degree in Agricultural Engineering. He then accepted a position with the International Division of the U.S. Department of Agriculture (USDA) in Tapachula, Chiapas working for the Med-fly program. After two years, he transferred to Mexicali to work in the Southwestern Cotton Boll Weevil Project. Next Carlos was hired as an Agricultural Biologist I by former Agricultural Commissioner, Steve Birdsall. He was later promoted to Deputy Agricultural Commissioner/Sealer. He was thankful to Steve for that opportunity. He is also thankful to former Agricultural Commissioner/Sealer, Connie Valenzuela for later promoting him to Assistant Agricultural Commissioner/ Sealer.

Carlos is currently a member of the California Agricultural Commissioners and Sealers Association (CACASA). Representing all of California's 58 counties, County Agricultural Commissioners and Sealers of Weights and Measures have the dual roles of promoting and protecting the state's food supply, agricultural trade, the environment, public health and safety, consumer confidence and a fair marketplace in California.



As he comes close to his fourth year as Agricultural Commissioner/Sealer, Carlos Ortiz sometimes reflects on the importance and responsibilities of his job. A responsibility with a capital "R" for his staff, industry and the community. Carlos describes it as a very time consuming, hard and difficult job with many challenges, but without a doubt, very rewarding.

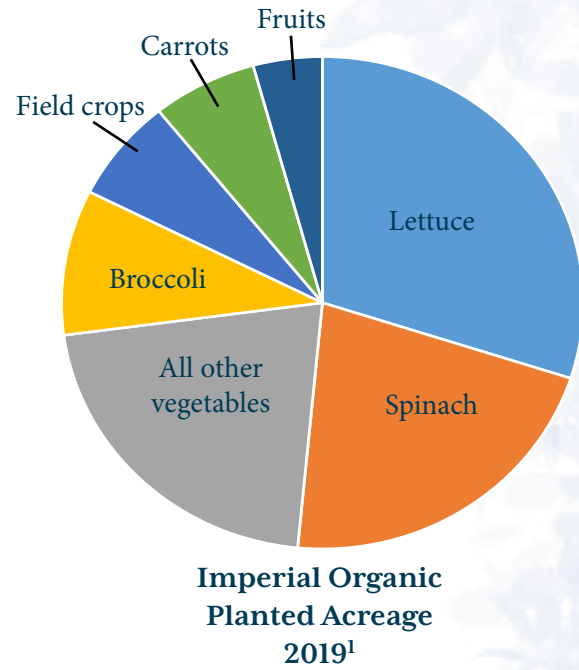
Carlos recognizes the importance of the association especially the role the president has. "As a member of CACASA, I value the many accomplishments that the association makes on a constant basis. For that, I would like to recognize former Imperial County Agricultural Commissioner, Claude Finnell for his achievements as President of CACASA for the period of 1962-1963". Carlos is currently a member of CACASA's Board of Directors, the Co-Chairman of CACASA's Long Range Planning Committee, and member of the Pesticide Regulatory Affairs Committee, Legislative Committee, and Personnel Standards Committees. He is the current Chair of the Southern California Agricultural Commissioners and Sealers Association.

Carlos and his wife Irma have made Imperial County their home. They raised their son Jonathan who is married to Tattiana, in Imperial. Carlos and Irma enjoy traveling. Last December they celebrated their 35th wedding anniversary while they were visiting the Holy Land. Carlos feels Blessed that Irma said "Yes" and for Jonathan. He attributes their love and support in making his career choices easier. He and Irma are very active in their church where they teach 8th grade religious education. Carlos enjoys sports and is a fan of the Lakers, Padres, Chivas, and Atlético Madrid.

ORGANIC GROWER PROGRAM

The Organic Program is responsible for enforcement of the federal Organic Foods Production Act of 1990 and the California Organic Products Act of 2003. These statutes were adopted to protect consumers, producers, handlers, processors and retailers by monitoring and inspecting fresh commodities grown, labeled or sold as organic.

In 2018, California was responsible for 40% of U.S. organic production². According to data compiled from the CDFA State Organic Program¹, 2019 California organic gross sales totaled \$10.36 billion represented by 58 counties.



Leading Counties
 Monterey - 24.7%
 Santa Cruz - 9.8%
 Kern - 8.5%
 From CA total

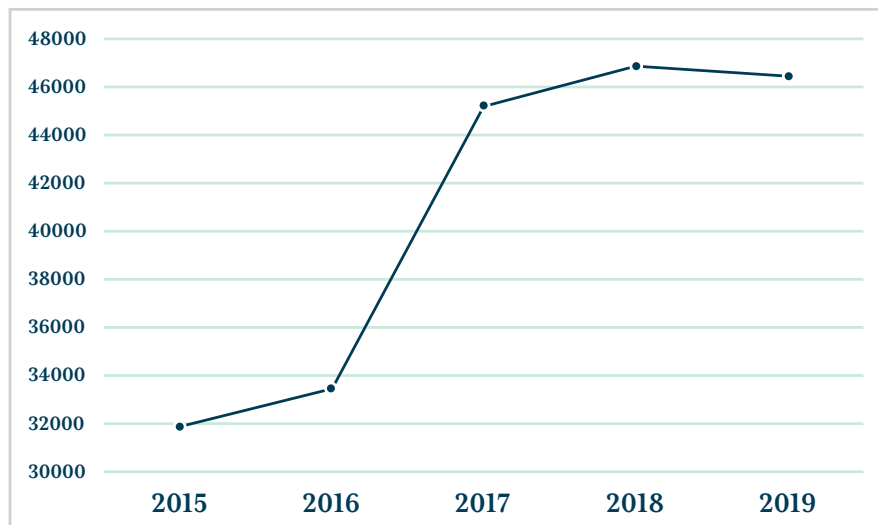
1.4%
 Imperial County
 From CA total

2019 Imperial County Organic Gross Sales¹

Year	Producers	Producers Acres	Handlers	Processors	Operations Gross Value
2019	70	46,440	30	3	\$147,251,367
2018	52	46,850	28	3	\$181,753,731
2017	55	45,216	27	3	\$181,482,000
2016	48	33,505	23	2	\$242,403,000
2015	36	31,935	16	2	\$275,382,000



Organic Acreage Production¹
 Five year comparison



¹ <https://organic.cdfa.ca.gov/> - State Organic Program
² <https://www.cdfa.ca.gov/statistics/>

INDUSTRIAL HEMP

From a regulatory perspective 2019 was a challenging year for the production of industrial hemp. It was the first year that allowed for commercial production of industrial hemp by registration with the State. After the initial allowance of hemp registration, regulatory and policy changes were frequent, which required staff to stay in near constant communication with one another and state counterparts. Frequent communication and collaboration with growers was also beneficial to help navigate regulations and ensure compliant crop production.

Further exacerbating the challenges that hemp producers and regulators faced were the water restrictions imposed on the production of industrial hemp. Therefore, most of the local hemp production was under a memorandum of understanding (MOU), signed by the Imperial County Board of Supervisors and Imperial Valley College (IVC). This allowed for the research production of hemp through partnerships between growers and IVC. Eleven growers participated in this MOU to conduct research on the production of hemp. One aspect of this partnership, placed IVC student interns with growers, offering them hands on knowledge of farming practices and hemp growing techniques. Other research institutions also partnered with local growers, including the Imperial Valley Conservation Research Center. In total, growers identified 12,966 acres that may be included in research, but our office only verified that about 4,700 acres were planted.

A highlight of the 2019 growing season was the 2019 Imperial County Hemp Summit and Expo. This took place in the fall of 2019. It served as an all-encompassing marketplace for education, networking and marketing for growers, processors, manufacturers and retailers in the hemp industry.

There were approximately 550 attendees. The summit included panels from industry experts with topics that included local opportunities and resources, banking and financing, legislation and compliance, best field practices, extraction and processing, manufacturing and products.

We expect that we will face future regulatory challenges with this crop, including the final implementation of the USDA Interim Final Rule and the opening of local processing facilities. However, these challenges do not diminish our resolve to continue to work closely with our state counterparts and local producers to enable the legal production of hemp. This crop could prove to be economically important to Imperial County farmers and we intend to do our part to support this new and challenging crop.

Registration	2019 Statistics	
	Num.	Acres
Growers	19	1,387 registered acres
Seed Breeders	2	No acres
Research	14	12,966 registered acres
Dual	5	-

Industrial Hemp: In 2019, industrial hemp was mostly grown under research. Not enough data was provided in order to incorporate into the gross value.



PESTICIDE USE ENFORCEMENT

The Pesticide Use Enforcement Division is responsible for implementing and enforcing laws and regulations pertaining to local pesticide use, including the issuance of Restricted Materials Permits and Operator Identification Numbers to agricultural pesticide users.

This division inspects agricultural and structural pesticide applications to ensure that the pesticides are handled in an environmentally safe manner and that handlers, field workers, and the community are protected. All illnesses and complaints of exposure resulting from pesticide use are investigated and reported to the California Department of Pesticide Regulation.



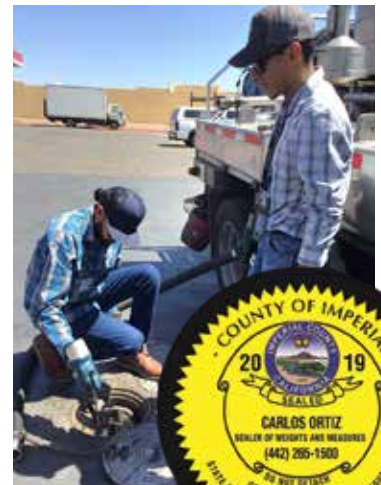
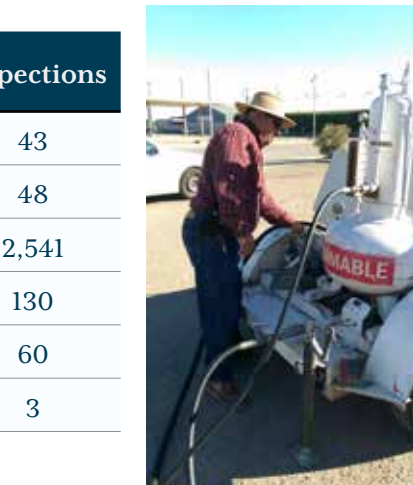
In 2019 the Pesticide Use Enforcement division completed the following activities:

Issuance of Permits & Certificates	
Restricted Material Permits and Supplements	1,491
Operator Identification Numbers	194
Private Applicator Certificates	55
Registrations	
Pest Control Advisors	99
Pest Control Business	66
Pest Control Aircraft Pilots	76
Farm Labor Contractors	81
Structural Operators	78
Inspections	
Notice of Intent	3,713
Agricultural Use Monitoring	927
Structural Use Monitoring	67
Headquarters/Employee Safety Records	140
Investigations	
Closed Investigations	35
Outreach	
Number of Events	61
Attendees	8,100



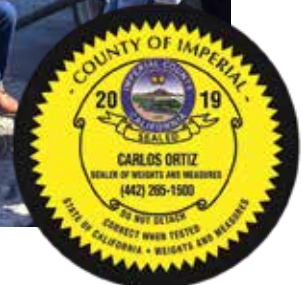
WEIGHTS & MEASURES

The Weights and Measures Division is responsible for maintaining equity in the marketplace to ensure the commercial transactions made by weight or measure in the county are fair. This protects both the consumer from over paying and the vendor from losing goods. The division registers devices throughout Imperial County and then tests them to make sure they are within tolerance. The division also conducts inspections of petroleum products, quantity control, point of sale systems, and weighmasters.



Weighing Devices	Locations	Inspections
Computing Scales	59	437
Counter Scales	26	39
Platform Scales <2,000 lb	30	51
Platform Scales 2,000 to 10,000 lb	25	32
Platform Scales >10,000 lb	2	3
Hopper Scales	5	8
Hanging Scales	9	15
Livestock Scales	17	19
Monorail	1	2
Prescription/Jewelry Scale	12	14
Railway Scale	2	2
Vehicle Scale	97	122

Measuring Devices	Locations	Inspections
Fabric/Cord/Wire	17	43
LPG	48	48
Retail Fuel Meters (Gas Pumps)	82	2,541
Retail Water Meters	81	130
Vehicle Meters	45	60
Wholesale Meter	4	3



California Agricultural Statistics 2018 - 2019

California Agricultural Statistics¹ are compiled annually from County Agricultural Commissioner Crop Reports

IMPERIAL COUNTY 2018

\$2.2 BILLION

Imperial Ranked #9 out of 58
California counties in 2018.

7.8% increase from 2017

Imperial Ranking

Rank #1
Alfalfa Hay
Accounted for
21.3%
of California's
Alfalfa Hay production

Sole Producer of
**Sugar
Beets**
in California

Rank #2
Cattle & Calves
Accounted for
13.5%
of California's
Cattle & Calves production

Rank #2
Lettuce
Accounted for
15.4%
of California's
Lettuce production

Imperial Leading Commodities:

- > Cattle & Calves
- > Alfalfa Hay
- > Vegetables
- > Other Hay

Among the top 2 producers of:

- > Corn (Sweet) > Spinach
- > Alfalfa Seed > Wheat
- > Sudan Hay > Cantaloupes
- > Lettuce > Dates
- > Broccoli > Salad Greens
- > Onion > Cilantro
- > Carrots



¹<https://www.cdfa.ca.gov/statistics/>



Office Divisions



Administrative Professionals



Pest Detection and Eradication



Pest Exclusion/Weights & Measures



Pesticide Use Enforcement



Special Projects





Carlos Ortiz
Agricultural Commissioner
Sealer of Weights & Measures

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