



# Lake County News & Reviews

Volume 96, Issue 3

May/June 2019

## Join us at Celebration 2019

### 96TH ANNUAL MEETING AND LOVE OF THE LAND DINNER



# June 27, 2019

5 30 IN THE EVENING

**COLE CREEK EQUESTRIAN CENTER**

*4965 Steelhead Drive Kelseyville, CA*



#### TICKETS AND RSVP

*Early-bird Special: \$35 per person, \$45 per person after June 21, 2019.*

*RSVP to Lake County Farm Bureau*

*(707) 263-0911~lcfarmbureau@sbcglobal.net*

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# Forklift Safety and Certification Training



Wednesday, July 10, 2019 - 7:30 a.m. to 4:30 p.m.

Mt Konocti Winery  
2550 Big Valley Road Kelseyville, California 95451

## Why Training?

According to the United States Department of Labor about 100 employees are killed and 20,000 injured every year while operating forklifts. Forklift turnovers account for a significant percentage of these fatalities.

- ✓ Training can reduce the risk of accidents and injuries to you and those you work with.
- ✓ Training can reduce operating costs of your company by avoiding damage to property and products.
- ✓ Federal and State Occupational Safety and Health Administration (OSHA) regulations require that all forklift operators be trained and authorized to operate a forklift.
- ✓ Safety training is required annually, Certification is required once every three years.

The training will include a classroom safety portion and a practical evaluation of the operators skills.

Lake County Farm Bureau is offering its members this \$150 per-person training *free of charge*. Pre-registration is required! Your registration form **must** be received by Friday, June 28, 2019 to secure your spot.

## Registration Form

Complete the form below, and mail to MVP Safety Professionals, 201 East Street, Woodland, CA 95776 or email to [imuzio@mvpssafety.org](mailto:imuzio@mvpssafety.org). Registration **must** include your current Lake County Farm Bureau member number to secure your spot. If you would like information about joining the Lake County Farm Bureau, Call Brenna Sullivan at (707) 263-0911.

Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Lake County FB Member Number: \_\_\_\_\_  Non-Member \$150

Please check the event you are registering for and indicate the number of people for each session:

Spanish Number of Attendees \_\_\_\_\_  English Number of Attendees \_\_\_\_\_

**\*Please Note:** This is not a forklift operator training course. Attendees must already know how to operate a forklift before attending this safety training and certification event. For questions about the course call Imelda Muzio at 530-848-0998.

MVP Safety Professionals | 201 East Street | Woodland, CA 95776 | (530) 665-4422 | (fax) 866-874-4156

# From the Office

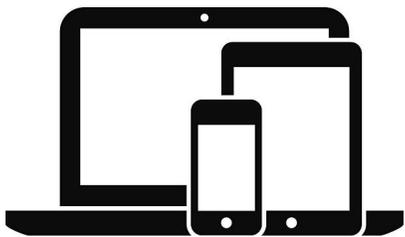
Mark your calendars for Lake County Farm Bureau’s 96th Annual Meeting! Celebration 2019 will once again be held at the gorgeous Cole Creek Equestrian Center in Kelseyville. We will honor farmers who have made an impact in our community as well as the next generation of people who look towards a future in agriculture. The Kelseyville FFA will provide a delicious tri-tip dinner and we will once again hold our Dessert Auction which benefits the Scholarship Fund.

On July 10th, MVP Consolidated will host a Forklift Safety Training and Certification at Mt. Konocti Growers. This training is FREE for Farm Bureau members and their employees through a grant for agricultural employment through the California Community College Chancellor’s Office.

On behalf of the Lake County Farm Bureau staff and Board of Directors, thank you for your continued membership and support! We look forward to seeing you at the Annual Meeting!

## Are you getting Lake County Farm Bureau email updates?

*If not, you could be missing out on important information! Some emails in our system are out-of-date or not provided upon membership enrollment.*



If you wish to get Lake County Farm Bureau emails about events, training or regulatory changes send an email to [lcfarmbureau@sbcglobal.net](mailto:lcfarmbureau@sbcglobal.net)!

### Lake County Farm Bureau’s Mission Statement

*Lake County Farm Bureau strives to protect, promote, and enhance the agricultural industry in Lake County and beyond, through political involvement, education, information and services.*

### Lake County Farm Bureau 2019 Board of Directors

#### OFFICERS

##### President

Keith Brandt

##### 1st Vice President

Robert Gayaldo

##### 2nd Vice President

Daniel Suenram

##### Treasurer

Brodie McCarthy

##### Past President

Dave Rosenthal

#### DIRECTORS

##### District 1

David Rosenthal

##### District 2

Open

##### District 3

Tim Strong

##### District 4

Keith Brandt

##### District 5

Paul Lauenroth

Rob Suenram

##### At Large

Diane Henderson

Jeff Lyon

Terry Dereniuk

Broc Zoller

#### Field Representative

Gary Sack

#### District Director

Dave Rosenthal, Lake County

#### YF&R District 18 Representative

Brodie McCarthy

#### Advisory Members

Steve Hajik, Ag Commissioner

Rachel Elkins, UCCE Farm Advisor

#### Executive Director

Brenna Sullivan

#### Lake County Farm Bureau

65 Soda Bay Road

Lakeport, CA 95453

Phone: (707) 263-0911

Fax: (707) 263-1101

Email: [lcfarmbureau@sbcglobal.net](mailto:lcfarmbureau@sbcglobal.net)

Website: [www.lakecofb.com](http://www.lakecofb.com)

The Lake County Farm Bureau Board of Directors meets the second Wednesday of each month. Contact the office for times and locations.

Do you have a story or issue related to agriculture in Lake County and would like to see it published in our newsletter? Contact the office at [lcfarmbureau@sbcglobal.net](mailto:lcfarmbureau@sbcglobal.net)!



### WE ARE GROW WEST™

Grow West™ is composed of a dedicated staff of experienced and respected agricultural consultants and support personnel whose goal is to provide service and products to optimize our customers' farm production.

### WE SERVICE

- Conventional Farming
- Organic Farming
- Sustainable Farming

### LOCATIONS

**LAKEPORT**  
707-279-4654

**SONOMA**  
707-939-1820

**GEYSERVILLE**  
707-433-7035

**UKIAH**  
707-462-1492

**UKIAH - Organics**  
707-468-8154

### Grow West™ offers:

- Consulting Packages
- Seed Sales & Recs
- Crop Protection Products
- Fertilizer and Fertility Products, Dry & Liquid
- Vineyard, Livestock, Farm & Ranch Supply
- Financing Programs
- Lab Analysis
- Livestock Feeds
- Pumps, Tanks & Fittings
- Water Testing & Treatment
- Weather Monitoring Network

Learn more at:

**GrowWest.com**



**FAMILY OWNED & OPERATED FOR 47 YEARS**



1901 S. Main St.  
Lakeport, CA 95453  
707-263-5422

### SERVICES AVAILABLE

- A/C Services
- Batteries & Battery Service
- Brake & Lamp Inspections
- BrakeS & Brake Fluid Exchange
- Check Engine Lights
- Cooling System Diagnosis/Cooling System Flush
- Fleet Service
- Front End Repair
- General Repair
- Oil Change
- Pre-Purchase Inspections
- Preventative Maintenance 30K/60K/90K
- RV Repair
- Service Truck
- Shocks & Struts
- Steering & Suspension
- Smog Inspections
- Tires-Most Major Brands
- Transmission Service & Repair/Transmission Fluid Exchange
- Tune-Ups
- Wheel Alignments

When you visit Lakeport Tire & Auto Service for vehicle service, one of our Automotive Specialist will conduct a digital courtesy inspection using an Ipad. Our Automotive Specialist will capture data, photos, videos and other metrics of the vehicle's condition and service needs on the Ipad during the inspection. Then the information can be emailed and or texted to you for your review making the process more convenient, transparent and easier to understand.

### We Accept the Following Credit Cards



### JOIN TODAY!

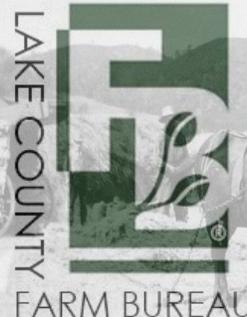
[www.LakeCountyHorseCouncil.com](http://www.LakeCountyHorseCouncil.com)

All Members are eligible for a 10% discount through 2013 at Ag Unlimited in Finley.

Whether you own horses or not, join us as we work to promote the equine industry and recreation in Lake County

**"It's about the horses!"**

The Lake County Horse Council is incorporated as a non-profit, public benefit, membership organization. All donations are tax deductible.



Serving agriculture since 1927.

## Lake County Events and Dates

- **June 1:** Wool Growers Field Day
- **June 13:** AgVenture Lite, Soper Reese
- **June 25:** Produce Safety Training, Ukiah
- **July 1:** ILRP Participant list due to the Central Valley Regional Water Board
- **June 27:** LCFB Annual Meeting
- **July 10:** Forklift Training
- **July 13:** Lake County Rodeo
- **August TBA:** LCWC Pre-Harvest Safety Training. Date and location to be announced at later date.
- **August 31:** Lake County Fair Junior Livestock Auction
- **August 29-September 1:** Lake County Fair. Theme: Make a Splash!
- **September 28:** Kelseyville Pear Festival
- **October 12-13:** Harvest Festival, Steele Wines



## Forklift Safety Training

July 10, 2019 - 7:30 a.m. to 4:30 p.m.

### Mt Konocti Winery

2550 Big Valley Road Kelseyville, CA

FB Members: Free Non Members: \$150 per person

Lake County Farm Bureau is happy to offer this training for FREE to its members and employees thanks to a generous grant from the California Community Colleges Chancellors Office. These funds are to support those already working within the ag. industry that need trainings/certifications in order to remain in the ag. workforce.

RSVP with MVP Consolidated, space is limited so register early. Additional information and sign up sheet is located on page 1 of this newsletter.

## Local Ag Directory: Useful Numbers and Websites

Steven Hajik, Ag Commissioner	(707)263-0217	lakecoag@co.lake.ca.us	Dept. Fish and Game, Lake County	(707)263-0217	Ag@lakecountyca.gov
Lake County Trapper	(707)263-0217		Dept. of Environmental Health	(707)263-1164	
UC Extension, Lake County	(707)263-6838	celake@ucdavis.edu	Lake County Vector Control	(707)263-4770	info@lcvcd.org
Rachel Elkins, Pomology Advisor.	(707)263-6838	rbelkins@ucanr.edu	Lake County Water Resources	(707)263-2344	
John M. Harper, Livestock Advisor (specializing in cattle, sheep, goats)	(707)463-4495	jmharp@ucanr.edu	Agricultural Consultants, Crop Advisors and PCAs.	agunlimited.com	/consulting-consultants.html
Lucia G Varela: IPM Advisor	(707)565-2621	lgvarela@ucanr.edu	Pear Doctor, Ag Consultant	(707)279-4335	
Lake County 4-H Office	(707)263-6838	nmgentry@ucanr.edu	Glenn McGourty, Viticulture	(707)463-4495	gtmcgourty@ucanr.edu
Korinn Woodard, NRCS	(707)263-4180	Korinn.woodard@ca			
US Depart. Ag. Service Center	(707)263-4180	.usda.gov	Korinn Woodard, NRCS	(707) 263-4180	Korinn.Woodard@ca.usda.gov
Debra Sommerfield, LCWGC	(707)279-2633		Lake County Planning Dept	(707) 263-2221	

## Survey: California Farms Face Continuing Employee Shortages

Despite taking a variety of steps to alleviate chronic shortages of agricultural employees, California farmers and ranchers continue to report problems in hiring enough people for on-farm jobs. A survey released today shows 56% of participating farmers had been unable to hire all the employees they needed at some point during the previous five years.

The voluntary survey of 1,071 farmers and ranchers, conducted by the California Farm Bureau Federation in collaboration with the University of California, Davis, also indicated worsening problems the past two years. Of those farmers reporting employee shortages, at least 70% said they had more trouble hiring employees in 2017 and 2018.

“The survey shows farmers have tried and are trying all the tactics available to them, such as increased wages, changes in farming and cropping patterns, use of the existing H-2A visa program and automation where appropriate,” CFBF President Jamie Johansson said. “The missing element is an improved agricultural immigration system, to match willing employees with farm employers.”

The great majority of California farmers responding to the survey—86%—said they had raised wages in efforts to hire enough people. Sixty-one percent reported they had hired a farm labor contractor to recruit employees. More than half reported they have started using mechanization and of those, 56% said it was due to employee shortages. Thirty-seven percent said they had adjusted cultivation practices, for example by reducing or delaying weeding and pruning. About one-third, 31%, said they are switching acreage. More farmers have also sought to hire people via the H-2A agricultural visa program, but only about 6% of surveyed farmers said they had enrolled in it.

“Through the years, the H-2A program has proven inadequate for farms in California and throughout the nation,” Johansson said. “Farm Bureau will continue to work with Congress to create a secure, flexible, market-based immigration program that works better for both farmers and farm employees.”

In terms of the proportion of farmers reporting employee shortages, the 2019 results are similar to a CFBF survey in 2017, which showed 55% of farmers experiencing shortages.

## Produce Safety Training at Mendocino Farm Bureau



The Mendocino County Farm Bureau is hosting a Produce Safety Training on June 25th from 7:30 AM to 5:00 PM. This Produce Safety Alliance Training Course will provide compliance with the Federal Food Safety Modernization Act (FSMA).

### Who Should Attend?

Fruit and vegetable growers and others interested in learning about produce safety, the Food Safety Modernization Act (FSMA) Produce Safety Rule, Good Agricultural Practices (GAPs), and co-management of natural resources and food safety. The PSA Grower Training Course is one way to satisfy the FSMA Produce Safety Rule requirement outlined in § 112.22(c) that requires ‘At least one supervisor or responsible party for your farm must have successfully completed food safety training at least equivalent to that received under standardized curriculum recognized as adequate by the Food and Drug Administration.’

### Cost to Attend

The cost to attend this PSA Grower Training Course has been subsidized by a grant from the California Department of Food & Agriculture. The \$30 registration costs cover the PSA Grower Training Manuals, lunch, and a Certificate of Course Attendance from AFDO.

\*\* Even if you have gone through the FSMA training, this is a low-cost opportunity to have other employees or managers to receive the compliance training. This grant expires at the end of June, so costs may increase for future training. \*\*



# Produce Safety Alliance Grower Training Course

## Benefits of Attending

This course provides a foundation of Good Agricultural Practices (GAPs) and co-management information, Food Safety Modernization Act Produce Safety Rule requirements, and details on how to develop a farm food safety plan. Individuals who participate in this course will gain a basic understanding of:

- Microorganisms relevant to produce safety and where they may be found on the farm
- How to identify microbial risks, practices that reduce risks, and how to begin implementing produce safety practices on the farm
- Parts of a farm food safety plan and how to begin writing one
- Requirements in the FSMA Produce Safety Rule and how to meet them.

After attending the course, participants will be eligible to receive a certificate from the Association of Food and Drug Officials (AFDO) that verifies they have completed the training course.

## What to Expect

The trainers will spend approximately seven hours covering content contained in seven modules, including, but not limited to "Worker Health, Hygiene, and Training", "Soil Amendments", "Agricultural Water", and "How to Develop a Farm Food Safety Plan."

## Who Should Attend

Fruit and vegetable growers and others interested in learning about produce safety, FSMA Produce Safety Rule, GAPs, and co-management of natural resources and food safety. This course is one way to satisfy the FSMA Produce Safety Rule requirement.

Tuesday, June 25, 2019

**Mendocino County Farm Bureau**  
**303-C Talmage Road**  
**Ukiah, CA 95482**

Course hours are from 8am until 5pm.  
Lunch and refreshments will be provided.  
Cost is \$30.\*

### Register

[www.wifss.ucdavis.edu/courses-psa-training/](http://www.wifss.ucdavis.edu/courses-psa-training/)

### Hosted by

Western Institute for Food Safety & Security

### Contact

David Goldenberg, (530) 757-5700

### Training Language

English

*\*Funding for this course is underwritten by the California Department of Food & Agriculture.*

[www.wifss.ucdavis.edu](http://www.wifss.ucdavis.edu)



**WIFSS**  
Western Institute for  
Food Safety & Security



## Community Wildfire Safety Program Public Safety Power Shutoff

### Working Together To Protect Our Communities From Wildfires

Given the continued and growing threat of extreme weather and wildfires, and as an additional precautionary measure following the 2017 and 2018 wildfires, we are expanding and enhancing our Community Wildfire Safety Program to further reduce wildfire risks and help keep our customers and the communities we serve safe. This includes expanding our Public Safety Power Shutoff program beginning with the 2019 wildfire season to include all electric lines that pass through high fire-threat areas – both distribution and transmission.

We know how much our customers rely on electric service and that there are safety risks on both sides. We will only proactively turn off lines in the interest of safety to help reduce the likelihood of an ignition when extreme fire danger conditions are forecasted. While customers in high fire-threat areas are more likely to be affected, any of PG&E's more than 5 million electric customers could have their power shut off if their community relies upon a line that passes through a high fire-threat area.

### Public Safety Power Shutoff Criteria

Our Wildfire Safety Operations Center (WSOC) monitors fire danger conditions across our service area and evaluates whether to turn off electric power lines in the interest of safety.

While no single factor will drive a Public Safety Power Shutoff, some factors include:



**A RED FLAG WARNING**  
declared by the National Weather Service



**LOW HUMIDITY LEVELS**  
generally 20% and below



**FORECASTED SUSTAINED WINDS GENERALLY ABOVE 25 MPH AND WIND GUSTS IN EXCESS OF APPROXIMATELY 45 MPH**, depending on location and site-specific conditions such as temperature, terrain and local climate



**CONDITION OF DRY FUEL**  
on the ground and live vegetation (moisture content)



**ON-THE-GROUND, REAL-TIME OBSERVATIONS**  
from PG&E's WSOC and field observations from PG&E crews

May 2019

Following the wildfires in 2017 and 2018, some of the changes included in this document are contemplated as additional precautionary measures intended to further reduce future wildfire risk. "PG&E" refers to Pacific Gas and Electric Company, a subsidiary of PG&E Corporation. ©2019 Pacific Gas and Electric Company. All rights reserved. CCC-1218-0743

## Potentially Impacted Areas

- The most likely electric lines to be considered for shutting off for safety will be those that pass through areas that have been designated by the California Public Utilities Commission (CPUC) as at elevated (Tier 2) or extreme (Tier 3) risk for wildfire. This includes both distribution and transmission lines.
- The specific area and number of affected customers will depend on forecasted weather conditions and which circuits PG&E needs to turn off for public safety.
- Although a customer may not live or work in a high fire-threat area, their power may also be shut off if their community relies upon a line that passes through an area experiencing extreme fire danger conditions.
- This means that any customer who receives electric service from PG&E should be prepared for a possible public safety power outage.



Source: California Public Utilities Commission  
cpuc.ca.gov/FireThreatMaps

## PSPS Event Notifications

Extreme weather threats can change quickly. When possible, we will provide customers with advance notice prior to turning off the power. We will also provide updates until power is restored.

### TIMING OF NOTIFICATIONS (when possible)

- **~48 HOURS** before power is turned off
- **~24 HOURS** before power is turned off
- **JUST BEFORE** power is turned off
- **DURING THE PUBLIC SAFETY OUTAGE**
- **ONCE POWER HAS BEEN RESTORED**



### HOW WE'LL NOTIFY CUSTOMERS

We will attempt to reach customers through **calls, texts and emails** using the contact information we have on file. We will also use **pge.com** and **social media** channels, and we will keep **local news** and **radio outlets** informed and updated.

## Working With Our Customers To Prepare

We are continuing to reach out to our customers and communities about wildfire safety and steps they can take to prepare their homes, families and businesses.

- **Update your contact info** by visiting [pge.com/mywildfirealerts](http://pge.com/mywildfirealerts) today to make sure we have your current contact information.
- **Identify backup charging methods** for phones and keep hard copies of emergency numbers.
- **Plan for any medical needs** like medications that need to be refrigerated or devices that require power.
- **Build or restock your emergency kit** with flashlights, fresh batteries, first aid supplies and cash.

## Learn More

**about PG&E's Community Wildfire Safety Program.**



Call us at  
**1-866-743-6589**



Email [wildfire\\_safety@pge.com](mailto:wildfire_safety@pge.com)



Visit [pge.com/wildfiresafety](http://pge.com/wildfiresafety)

# LCFB Business

## ACCOUNTING

Carpenter & Carpenter, CPA	707/263-5691
Joan Sturges, CPA	707/279-1188
Peggy Campbell, CPA	707/263-9017
Richard Morhar, CPA	707/279-8032

## AGRICULTURAL SUPPLIES

<b>◆Grow West</b>	707/279-4654
Bob Bartley Pump, Inc.	707/279-2304
Central Valley Builder's Supply	707/963-3622
Cold Creek Compost	707/485-5966
Davebilt Company	707/263-5270
Lakeshore Feed & Grain	707/994-9335
<b>◆Nutrien Ag Solutions</b>	707/462-0597
Rainbow Ag Services	707/279-0550
Stokes Ladders	707/279-4306
Belkorp Ag	707/584-9111
Wilson Repair Service	707/263-3667

## AGRI-TOURS and CAMPING

Eleven Roses Ranch	707/998-4471
Camp Indian Meadows LLC	707/942-2267
Dancing Poly Farm and Food	707/413-0054

## ASSOCIATIONS

<b>◆Allied Grape Growers</b>	<b>559/276-0210</b>
California Women for Agriculture	707/279-4335
<b>◆Lake County Fair</b>	<b>707/263-6181</b>
Lake County Farmers' Finest	707/263-6076
Lake County Winery Association	707/357-5237
<b>◆Lake County Chamber of Commerce</b>	<b>707/263-5092</b>
Lake County Horse Council	707/279-1903

## AUTOMOTIVE

Lakeport Tire & Auto	707/263-5422
Tire Pros	707/994-9097
Joel Place Automotive	707/275-8813

## CHRISTMAS TREES

Elk Mountain Christmas Tree Farm	707/275-2075
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### ★President's Club Member

### ◆Business Support Member

Do you see information that needs to be updated or changed? Are you a LCFB agricultural or business member not on this list? Please call or email the Lake County Farm Bureau for additions or corrections!

3555 North Main Street, Kelseyville, Lake County, CA 95451  
 Mailing: P.O. Box 370, Kelseyville, CA 95451  
 707-279-4297 • Fax 707-279-9909  
 mborghesani@kvlumber.com

**Mark Borghesani**  
 General Manager

Since 1956

## CONSTRUCTION AND CONTRACTORS

All Phase Electric	707/349-0694
All Temps Air Conditioning & Heating	707/263-1528
Big Valley Electric	707/279-2430
Blair Drywall and Painting	707/263-4404
<b>◆Central Valley Builders</b>	<b>707/963-3622</b>
Charlie McNabb Painting	707/278-0507
Conser Land Surveying	707/263-5512
Granite Construction	707/467-4110
Jonas Energy Solutions	707/994-5911
Lucerne Roofing	707/263-4200
Wright Construction	707/987-9227
North Coast Barns	707/355-2276
Shore Side Electric	707/279-9248
Hiatt Construction	707/245-6860
Totorica Plumbing	707/279-4020
DS Concrete Inc.	707/350-3399

## CONSTRUCTION MATERIALS

Granite Construction	707/467-4110
Kelseyville Lumber	707/279-4297
Lake County Electric Supply, Inc.	707/263-7002
S-Bar-S Rock Quarry	707/279-9376

## EQUINE BOARDING

Cole Creek Equestrian Center	707/279-0915
Highland Springs Equestrian Center	707/279-1903

## FARM/RANCH MANAGEMENT

<b>★Bella Vista Farming Co.</b>	<b>707/279-4220</b>
<b>◆Nissen Vineyard Services</b>	<b>707/975-7334</b>

## FINANCIAL SERVICES

American Ag Credit, FLCA	707/462-6531
Lake Loan & Investment/Larry Cathey	707/279-4238
Strong Financial Services	707/262-1880
<b>◆Savings Bank of Mendocino County</b>	<b>707/263-7102</b>
<b>◆Umpqua Bank</b>	<b>707/262-3342</b>
<b>◆Redwood Credit Union</b>	<b>707/545-4000</b>

## FOOD PROCESSING

Adobe Creek Packing	707/279-4204
Ellis Ranch	707/994-3225
Chacewater Wine & Olive Mill	707/279-2995
Lake County Walnut	707/279-1200
Lauenroth Walnut Dryer	707/279-8561
Maryka Orchards	707/279-4200
<b>★Scully Packing Co.</b>	<b>707/263-7327</b>

## HAY SALES AND SERVICES

Carstensen Hay	707/278-0545
Holdenreid Harvesting	707/279-0650
Poe Orchard and Pastures	707/263-7561

## INSURANCE

Allied Insurance-Lorraine Metzinger	707/263-5639
<b>★Lincoln-Leavitt Insurance</b>	<b>707/263-7162</b>
Lunas Insurance	707/263-5601
NorCoast Life Insurance	707/263-1945

# Directory

## LIVESTOCK

Big Valley Sheep Farm	707/245-5318
Yerba Santa Dairy	707/263-8131
Cow Mountain Kiko Goats	707/262-1577
Suenram Ranch	707/279-4580
Keithly Ranches	707/279-4044
Oak Rose Ranch	707/275-8052
Seevers Ranch American Shetland Ponies	707/349-1994
McIntire Ranch	707/279-4874
Williams Equine Enterprises	707/972-0602

## MEDICAL SERVICES

Jameson Chiropractic	707/263-3124
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## MARKETING

♦Allied Grape Growers	559/276-7021
♦Bengard Marketing Inc.	707/263-1990
North Coast Winegrape Brokers	707/995-1505
Lake County Winegrape Commission	707/279-2633

## NURSERIES

Bailey's Nursery	707/279-9168
Duarte Nursery	800/472-3833
Jaguar Gardens Nursery	707/995-5218
Spring Thyme Nursery	707/262-0920
Star Gardens	707/987-0998
Suchan Nursery (walnuts only)	707/275-2461

## PEST CONTROL

Bat Control Specialist	888/409-7378
California Exterminators Alliance	707/277-9103
Pestmaster Services	707/275-3333
RB Pest Control	707/263-5245
Weed Tech	707/998-1318
Wildlife Pest Management	888/409-7378

## FARM LABOR CONTRACTORS

Baeza Agricultural Company	707/263-3355
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## REAL ESTATE

Big Valley Properties	
Gary Olson	707/279-2790
Anna Macomber	707/279-2790
Coldwell Banker	
Keith Petterson	707/349-0174
Noble Realty	707/275-0115

## RESTAURANTS & WINE BARS

Focused on Wine	707/279-2112
O'Meara Bros.	707/262-1234
Lake County Wine Studio	707/275-8030
Saw Shop Gallery Bistro	707/278-0129

## ROADSIDE FARM STANDS

McKay Ranch Veggies and Pumpkin Patch	707/263-7613
Eden Berry Farm LLC	707/917-0183
Dietmar Renker/Renker Farms	707/279-4409
Hanson Ranch Farmstand	707/279-4761
Clover Creek Family Farm	707/275-9315

## RETAIL

♦Lakeport Furniture & Design	707/263-5145
Braitto's Riviera Foods	707/279-4868

## SERVICES

AirKayaks.com	707/998-0135
Action Sanitary	707/994-5068
Allied Information Networking	707/279-0302
Blair Landscaping & Maintenance	707/995-2645
Chapel of the Lakes Mortuary	707/263-0357
Amerigas	707/2635438
Blair Drywall and Painting	707/263-4404
Lucchetti Excavating	707/463-0907
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Are you a Farm Bureau member who needs your business listing updated or does not see your business listed? Please email [lcfarmbureau@sbcglobal.net](mailto:lcfarmbureau@sbcglobal.net).

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# Agriculture Financing: Understanding your Financial Statements

Operators can benefit from a better understanding of their financial situation

*By Clay Popko, Vice President, Vineyard & Winery Group, American AgCredit*

You may know if your agricultural operation is making money or not, but do you know how profitable it is? For example, how much do you profit per acre of wine grapes? If you are unsure, you may want to utilize a balance sheet, a profit and loss statement (income statement), and a budget to help answer these questions.

## **The Balance Sheet**

The balance sheet is a snapshot of an operation's financial situation at a specific point in time, and it captures everything owed or owned. Balance sheets comprise assets, liabilities, and net worth (net worth is everything you own minus everything you owe).

Comparing a balance sheet from the beginning of the year to one at the end of the year will show how your business performed during that time period. It is important to note that you should maintain a consistent book value for your assets on the balance sheet rather than using market values, as market values are constantly changing due to market forces outside of your control.

An example: On January 1, 2019, you purchase a 20-acre producing vineyard for \$3,000,000. Upon the close of escrow, the market value is \$3,000,000. At that point, the book value is \$3,000,000 as well. This represents your total cumulative costs and expenses of your vineyard investment to that point in time.

During the year you sold 100 tons of fruit for \$300,000 in gross revenue and had total farm operating expenses of \$200,000, posting a gross profit of \$100,000.

However, let's also assume 10% appreciation in the value of the land (not unreasonable in today's environment). So now, although no cash has changed hands, the value of your vineyard has gone up \$300,000.

**Book Basis:** Your net worth is \$3,100,000, the initial investment of \$3,000,000 plus net income of \$100,000. Keep in mind you will now have \$100,000 in cash in your operating account.

**Market Basis:** Your net worth is \$3,300,000, the current re-sell value of your vineyard, or perhaps \$3,400,000 if a buyer insists they get your operating account in an acquisition.

Keep in mind that general success of your operation can affect the re-sell value, or market value. However, buyers of your business will insist on seeing book value results.

## **The Profit and Loss Statement**

A second helpful resource is the profit and loss (P&L) statement, also known as an income statement. This is a running tally of all transactions in a given time period. When paired with the two balance sheets, a year-end P&L statement can be powerful. Profit alone does not necessarily help you understand how cash moves through your operation.

An example: When you pair your year-end balance sheet with the corresponding P&L statement, you might see that cash has increased more than your profit. This could be an indication that you are managing your accounts receivable more efficiently, i.e. generating cash by collecting your accounts receivable faster. Conversely, inventory growth may be using much of the cash from your profits.

Understanding the basics of these financial statements allows you to control how and where money should flow in your operation.

## **The Budget**

Using a budget to plan around income and expenses can provide producers with increased awareness about buying and selling decisions. Producers can know when they need to prepay expenses or hold inventory. A budget can also help producers make decisions on whether or not they want to invest in a new piece of equipment, or if they can afford to buy a neighboring property, for example.

There are several "template" tools available to make budgeting easier. For example, you may consider using the Schedule F on your previous year's tax return, which is also specific to your operation. It is also important to remember that the budget is a living document. Tracking income and expenses against your budget is a must, but don't be afraid to adjust it when needed. New opportunities and obstacles will always pop up.

With a balance sheet, profit and loss statement, and a budget, you can become better prepared to move your operation into the future.

## Moving Forward with Solutions for the Potter Valley Project



### *Update from the Mendocino County Farm Bureau*

On Tuesday May 14, 2019 the Board of Supervisors (sitting as the directors of their respective water agencies) in both Mendocino and Sonoma Counties approved the, “Planning Agreement to Undertake Feasibility Study of a Potential Licensing Proposal for the Potter Valley Project” (Agreement). The stakeholders currently participating in the Agreement include: The Mendocino County Inland Water and Power Commission (MCIWPC), the Sonoma County Water Agency/Sonoma Water and California Trout, Inc.

The Agreement solidifies the collaborative effort to move forward with filing the required documents with the Federal Energy Regulatory Commission (FERC) by the 120 day deadline (roughly July 1, 2019) that was outlined as part of the FERC orphan project process that started after PG&E announced that the company was withdrawing from the re-licensing process and the related sale of the Project on January 25th. This also initiates a starting point for the formation of a regional entity to consider moving forward with the full hydro-power re-licensing process and purchase of the infrastructure related to the Potter Valley Project.

The full language of the Agreement can be seen here . <https://www.sonomawater.org/press-releases/north-coast-entities-to-sign-potter-valley-project-planning-agreement>

The MWIPC is a Joint Powers Authority whose five-member agencies currently include the Mendocino County Water Agency, the City of Ukiah, the Potter Valley Irrigation District, the Redwood Valley County Water District and the Mendocino County Russian River Flood Control and Water Conservation

Improvement District. Since an elected board member from each of these agencies sits as the Commissioners for MCIWPC, each one of the related agency boards is required to independently approve the Agreement. At the time this was sent out, three out of the five member agencies had approved the Agreement as the Redwood Valley County Water District board and MCIWPC will be meeting later this week.

MWIPC will be meeting at 6 PM on Friday May 17th at the Mendocino County Department of Agriculture conference room to finalize the approval of the Agreement. The agenda for the meeting can be found here. If you have questions regarding the Agreement, you are encouraged to attend.

This new chapter in the re-licensing process is uncharted territory. Mendocino County Farm Bureau is supportive of the MCIWPC with their involvement in developing and implementing this Agreement but understands that there will be additional questions that will arise over the next month as the documents are prepared to submit to FERC. The goal is to work together to maintain local control over this irreplaceable water supply!

Mendocino County Farm Bureau will continue to participate in this process to ensure that the concerns of the agricultural and rural community are represented and to provide updates to our membership when available. Currently, we are working to organize a meeting sometime in July to provide an overview of the Project as well as an update on the licensing process. Once the meeting details are determined, flyers will be sent out through our membership newsletter and email lists.

### **How Can You Help?**

- Educate yourself on the issue and understand how losing/altering the Project could impact you, your business or your community.
- Encourage your friends, neighbors and elected officials to understand the issue.
- Attend future meetings on this topic, as well as, reading our e-letter, newsletter and website updates.

For more information, please visit:

<https://www.mendoiwpc.com/> or <http://mendofb.org/>

# IRRIGATED LANDS PROGRAM

## BMPs: UCANR IPM Pesticide Application Checklist

*Note: An ongoing requirement in the Irrigated Lands Regulatory Program is annual grower education in Best Management Practices (BMPs) to minimize agricultural run-off. This article is courtesy of the UCANR Statewide Integrated Pest Management Program. Additional information and links can be found at: [ipm.ucanr.edu](http://ipm.ucanr.edu)*

When planning for possible pesticide applications in an IPM program, consult the Pest Management Guidelines, and review and complete this checklist to consider practices that minimize environmental and efficacy problems.

### 1. Choose a pesticide from the UC IPM Pest Management Guidelines for the target pest considering:

- Impact on natural enemies and honey bees.
- Potential for water quality problems using the UC IPM WaterTox database.
- Impact on aquatic invertebrates.
- Chemical mode of action if pesticide resistance is an issue.
- Endangered species that may be near your site. Find out using the Department of Pesticide Regulation's PRESCRIBE program.

### 2. Before an application

- Ensure that spray equipment is properly calibrated to deliver the desired pesticide amount for optimal coverage.
- Use appropriate spray nozzles and pressure to minimize off-site movement of pesticides.
- Avoid spraying during these conditions to avoid off-site movement of pesticides.
  - Wind speed over 5 mph
  - Temperature inversions
  - Just prior to rain or irrigation (unless it is an appropriate amount, such as when incorporating a soil-applied pesticide)
  - At tractor speeds over 2 mph
  - Identify and take special care to protect sensitive areas (for example, waterways or riparian areas) surrounding your application site.
- Review and follow labeling for pesticide handling, personal protection equipment (PPE) requirements,

storage, and disposal guidelines.

- Check and follow restricted entry intervals (REI) and preharvest intervals (PHI).

### 3. After an application

- Record application date, product used, rate, and location of application.
- Follow up to confirm that treatment was effective.

### 4. Consider water management practices that reduce pesticide movement off-site:

- Consult relevant publications:
    - Reducing Runoff from Irrigated Lands: Orchard Floor Management Practices to Reduce Erosion and Protect Water Quality, UC ANR Publication 8202.
    - Reducing Runoff from Irrigated Lands: Causes and Management of Runoff from Surface Irrigation in Orchards, UC ANR Publication 8214.
    - Protecting Surface Water from Sediment-Associated Pesticides in Furrow-Irrigated Crops, UC ANR Publication 8403.
  - Install an irrigation recirculation or storage and reuse system. Redesign inlets into tailwater ditches to reduce erosion
  - Use drip rather than sprinkler or flood irrigation.
  - Limit irrigation to amount required using soil moisture monitoring and evapotranspiration (ET). For more information, see Reducing Runoff from Irrigated Lands: Understanding Your Orchard's Water Requirements, UC ANR Publication 8212.
  - Consider using cover crops.
  - Consider vegetative filter strips or ditches.
  - Apply polyacrylamides in furrow and sprinkler irrigation systems to prevent off-site movement of sediments.
- ### 5. Consider management practices that reduce air quality problems.
- When possible, reduce volatile organic compound (VOC) emissions by decreasing the amount of pesticide applied, choosing low-emission management methods, and avoiding fumigants and emulsifiable concentrate (EC) formulations.

## California Bountiful Featured Recipe

# Bruschetta Two Ways

### **SHOPPING LIST**

1 baguette, cut on the bias  
4 tbsp. olive oil  
Sea salt and freshly cracked black pepper, to taste  
1 garlic clove  
1 (4-oz.) ball burrata cheese  
3 to 4 large heirloom tomatoes, sliced  
Balsamic vinegar reduction  
1/2 cup roughly chopped fresh basil  
4 oz. goat cheese  
2 peaches, sliced



### **DIRECTIONS**

Preheat oven to 400 degrees. Place baguette slices on a cookie sheet lined with parchment paper. Drizzle slices with olive oil and sprinkle with salt and pepper. Bake for 4 to 7 minutes or until a light golden brown.  
For tomato bruschetta: Rub half of the baguette slices generously with garlic clove. Slice and place burrata on baguette and place a tomato slice on top. Sprinkle salt and pepper over tomatoes and, if you wish, drizzle with balsamic reduction. Finish with a pinch of basil.  
For peach bruschetta: Spread a spoonful of goat cheese on each baguette slice, then add a pinch of salt and pepper to bring out the flavors. Top with 1 or 2 peach slices.

**Please email [lcfarmbureau@sbcglobal.net](mailto:lcfarmbureau@sbcglobal.net) to submit your recipe to be featured in the next News & Reviews!**

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# 10 Ways to Help Prevent Work-Related Accidents and Injuries

*The following information is provided by Nationwide, the #1 farm insurer in the U.S*



We should all strive to prevent work-related accidents and injuries. Here are 10 ways you can create a safety-conscious environment for your organization and help protect your employees:

1. **Make safety a top priority for your organization – from the top down.** Management should communicate safety expectations and lead by example. Establish written safe-work procedures that employees understand and follow.

2. **Develop an effective Health and Safety**

**Program.** Cover all levels of employee safety and health. Encourage employees to report hazardous practices or behavior. Require and document attendance at safety meetings.

3. **Hire only qualified workers.** Make sure you place the right candidate in the right position.

4. **Educate employees and management.** Provide and document training covering all areas of your operations, such as proper use of tools, equipment and machinery, hazards and safety precautions.

5. **Investigate all accidents and near-misses to evaluate their causes.** Complete an incident report including recommendations to prevent recurrences. Make necessary changes to work procedures, processes or equipment.

6. **Provide the proper personal protective equipment (PPE).** Whenever possible, allow employees some choice in the type of PPE they use. Train employees on when PPE is required, how to use it properly and when to replace it. Regularly verify that PPE is being used.

7. **Consistently perform necessary maintenance on equipment and machinery.** Help keep equipment and machinery in good working order by repairing or replacing items as needed. Document all maintenance activities.

8. **Inspect vehicles and mobile equipment regularly.** Train workers to perform daily vehicle checks to help maintain safe operating condition. Be sure they also receive proper driver training.

9. **Maintain good housekeeping of your facilities, grounds and equipment.** Keep the premises clean and orderly. Assess your work environment daily and address slip-and-trip or fire hazards promptly.

**Conduct regular safety inspections.** Make sure all machinery and equipment safeguards are in place and in good working condition.

Nationwide's expert risk management consultants can assist in identifying potential exposures to help reduce claims and determine appropriate levels of workers' compensation insurance. Contact your local Nationwide agent to learn more.

Nationwide is the endorsed insurance and financial services provider for the California Farm Bureau. In 2017, we expanded our relationship offering workers' compensation coverage for farm and ranch members. Nationwide is the #1 farm insurer in the U.S.\* and a leading provider of insurance and risk management solutions for commercial agribusinesses.



## FELS News

### **Time to Take Down Your Form 300A**

April 30 was the last day employers are required post the 2018 Cal/OSHA Form 300A Annual Summary of Work-Related Injuries and Illnesses (Form 300A). As of May 1, you can remove Form 300A from your postings.

You should not dispose of the Form 300A once it's taken down. After the posting period ends, you are required to retain Form 300A for five years.

The purpose of posting Form 300A is to inform your employees of any injuries or illnesses that occurred at their worksite during the prior year. It must be posted at a location used for displaying all notices to employees.

### **Social Security Changes Course on Mismatch Letters**

The Social Security Administration has just changed course on its approach to the mismatch letters they have been sending out this year. As we reported over two months ago, SSA began sending out mismatch letters which instructed employers to log on to SSA's Business Services Online site to obtain a report of the mismatched names and numbers, and gave employers 60 days to correct any errors.

In response to an inquiry from Congressman Jim Costa, SSA has now clarified that if employers choose to not obtain the mismatched names and numbers and correct errors, SSA will not take any negative action against the employer.

This is not to say that there is no advantage in following through with the mismatch letter and checking the names and numbers for accuracy. If an employer is audited, by ICE for example, ICE is likely to ask if the employer ever received a mismatch letter, and the auditor is going to want to know what, if anything, the employer did in response to the mismatch letter. If the employer can say that they checked the names and numbers and corrected any errors, the employer will be able to show that it has done all it can do to ensure that it has accurate information.

The goal of this article is to provide employers with current information on labor and employment law. Their contents should be neither interpreted nor construed as legal advice or opinion. The reader should consult with Barsamian & Moody at (559) 248-2360 for individual responses to questions or concerns about any given situation.

### **Heat Illness Prevention and Compliance With Cal/OSHA's HIP Standard**

Agricultural employers should be prepared to protect outdoor workers and to be in full compliance with the Heat Illness Prevention standard. Some basic points to remember:

Be sure shade is available on demand when the temperature is below 80 degrees F;

Shade must be provided at all times when the temperature exceeds 80 degrees F;

Shade must be easy for employees to reach, and placement of shade should not deter access or use;

Employees must not be required to encounter obstacles or hazards or unreasonably unpleasant conditions to reach or use shade;

Shade must be provided to all employees on a rest or meal break, except those who choose to take a meal break elsewhere;

Fresh, pure, and suitably cool water must be made available in sufficient quantities (replenishment is permissible) to allow each employee to drink one quart per hour;

Water must be provided as close as practicable to location of work;

Employees must be trained about heat illness and the Cal/OSHA Heat Illness Prevention (HIP) Standard before they work in conditions where they might be exposed to heat

Supervisors must be additionally trained in HIP compliance procedures, emergency responses, and ensuring effective communication to facilitate emergency response.

A written copy of your HIP program in English and the language understood by the majority of the employees and be available to employees and Cal/OSHA inspectors on request -- this is the most frequently-cited part of the HIP standard -- and probably the most easily-avoided HIP citation!

Remember: When temperatures exceed 95 degrees, employers must implement "high heat" procedures, including a mandatory 10 minute break every two hours (meal and rest periods can serve as these breaks, but if employees work beyond eight hours or waive meal or rest periods, you must still ensure the mandatory rest break occurs).

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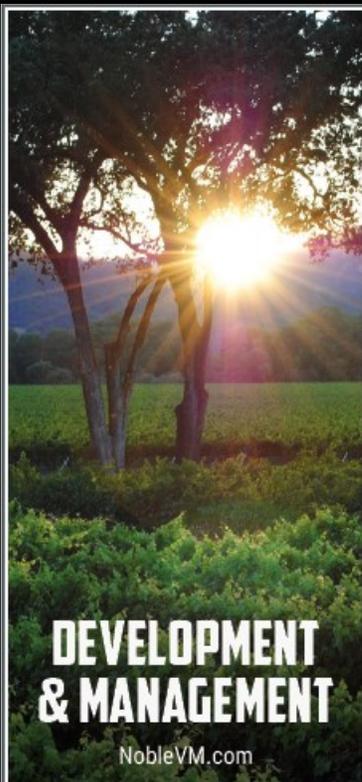
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