

SAN LUIS OBISPO COUNTY FARM BUREAU'S

FARMER & RANCHER MAGAZINE



FEBRUARY 2010



Our Future: Young Farmers & Ranchers...page 8

PRESIDENT'S MESSAGE



By Richard Gonzales, President
SLO County Farm Bureau



Looking Ahead

The future of agriculture? That question has been debated for a long time. As a sixth-generation California farmer, I am very proud of my heritage. However, as I look to the future for my kids, I realize we all have to work smarter and harder to stay in business. Thanks to Farm Bureau, I've had the encouragement to look outside the box to different venues to stay in Agriculture.

That being said, I am very proud of our Young Farmer and Rancher program. It has been an absolute pleasure to interact with these young

adults. Their enthusiasm is boundless as is their passion to engage the future. I have had nothing but compliments on the work they do. Be sure to read up on how you and your family can be involved in the Young Farmer and Rancher program (p. 8).

Lastly, I want to thank everyone for their support with our membership. In these economic times, I know firsthand how hard it is. Thank you to all our Business, Voting and Sustaining members. It is our job to work for you.

—Richard Gonzales

March 1 Deadline for 2010 Farm Bureau Women Scholarship Applications

Each year Farm Bureau Women work to raise money for student scholarships with a variety of activities. The next deadline for applications is March 1. To be eligible for educational needs in a university, college, professional or vocational school, a student must be

- a member, a dependant or a child/grandchild (since Sept. 2009) of SLO County Farm Bureau or SLO County Farm Bureau Women member, *or*
- a college student or a SLO County high school senior who is or has been a member for four years of either a SLO County 4-H or SLO County Future Farmers of America, or a com-

bination of years, *or*

- a college student enrolled in an agricultural-related major who is a SLO County high school graduate.

Each student must fulfill entrance requirements and be enrolled full-time (12 units or voc. equivalent).

Send completed applications, postmarked no later than March 1, to SLO County Farm Bureau Women, 651 Tank Farm Rd., San Luis Obispo, CA 93401; Attn: Scholarship Chair.

For complete information, call (805) 543-3654; e-mail mary@slocountyfarmbureau.org; or log on to www.slofarmbureau.org.



COVER PHOTO

Congratulations to San Luis Obispo County Farm Bureau member Sherry Molnar, who captured the Grand Prize from the CFBF Photo Contest! See page 6 for details and the winning photo of another SLOFB member.

SAN LUIS OBISPO COUNTY FARM BUREAU'S FARMER FB & RANCHER MAGAZINE

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4th Graders Say "Thank You!"

Shown here are a few of the thank you notes from the 1,474 fourth-grade students from all over San Luis Obispo County who attended The Great AGventure #7.

More than 50 presentations at the annual educational field day showcase facets of farming and ranching to children who have little opportunity to associate themselves with any kind of agriculture.



SLO County Farm Bureau CALENDAR

FEBRUARY

- 4 Edna Farm Center
- 8 Farm Bureau Women
- 15 Office Closed—President's Day
- 18 Adelaida Farm Center
- 23 Board of Directors' Meeting

MARCH

- 4 Edna Farm Center
- 6 Farm Bureau Women
- 17 Creston Farm Center
- 19 Adelaida Farm Center
- 23 Board of Directors' Meeting



*Dear Grain Improvement Association,
Thank you for sponsoring our field trip. I loved everything—the bus, the beginning and end. All of it was a lot of fun. I enjoyed the science experiment that you put sugar, yeast, and hot water into a plastic water bottle. Put on a balloon and shake.*

*Thanks again,
Andrew Maas*



Dear Grain Improvement Association, I had a great time thanks to you. My favorite thing was being able to keep the wool from the sheep. Thanks again!

*Sincerely,
Lylon*

Our children need to understand agriculture... Their food source depends on it!

Yes, I would like to make a tax deductible donation in the amount of

- | | | |
|--------------------------------|---------------------------------|--------------------------------|
| <input type="checkbox"/> \$50 | <input type="checkbox"/> \$100 | <input type="checkbox"/> \$250 |
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Choose from the above donation amounts and send check directly, payable to SLO County Agriculture Education Committee, 651 Tank Farm Rd., San Luis Obispo, CA 93401. For questions, call (805) 543-7356.

501(c)3 charitable organization Tax ID# 77-0449080. Your tax deductible donation makes this dynamic program available to children throughout San Luis Obispo County — see video at slofarmbureau.org/Programs/sloaged/greatagventure

San Luis Obispo County
Agriculture Education Committee

Your Support Stays Local!

Make a charitable gift to benefit agriculture—Sponsor a class at the **Great AGventure 2010!**

AROUND SLO COUNTY

SLOCFB Treasurer Selected for CA Ag Leadership Program

Dan Sutton, San Luis Obispo County Farm Bureau Treasurer and a community leader in agriculture, has been selected for the California Agricultural Leadership Program (CALP), one of the premier agricultural leadership opportunities in the United States. His class, the 40th in the program's history, was recently inaugurated in Sacramento.

CALP works to create leaders who can make change for the long-term viability of California agriculture, are able to positively influence society, and can participate in communication networks that enhance agriculture. In operation since 1969, the more than 1,000 alumni include such leaders as U.S. Reps. Devin Nunes and George Radanovich,

Secretary of Food and Agriculture A.G. Kawamura, Secretary for Natural Resources Mike Chrisman, state Sen. Abel Maldonado, Assemblyman Jim Nielsen, and Department of Pesticide Regulation Director Mary-Ann Warmerdam.

"The program will provide me with the necessary tools to deal with current and future complexities of California agriculture," Sutton says.

As general manager for Pismo Oceano Vegetable Exchange (POVE), Sutton oversees day-to-day operations, including sales, marketing, accounting, safety and production. He graduated in 2001 from Cal Poly and is still active in campus clubs and organizations. In the community, he has coached youth and high

school baseball for the past 10 years and is an active volunteer firefighter in SLO County. Sutton's wife, April, works at a winery in Paso Robles. They live in San Luis Obispo with daughter London.



Dan Sutton

During the next two years, CALP seminars focus on inner, outer and global understanding and leadership. Sutton will participate in a 10-day national seminar during the first year and a 15-day international seminar during the second year.

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LEGISLATIVE UPDATE

Editorially speaking by Joy Fitzhugh, SLO County Farm Bureau Legislative Analyst

Agriculture and the San Luis Obispo County Grading & Stormwater Management Ordinances

I am writing this article following the Board of Supervisors' January 26 hearing on the grading ordinance. The meeting lasted almost all day, and I want to thank all of you who wrote letters and attended that hearing. As you may be aware, the Board did not vote to decouple agricultural grading from the ordinance package, but they are returning the agricultural section for a second hearing on March 2. We continue to need your help.

Last month, Farm Bureau, Paso Robles Wine Country Alliance, Grower-Shipper Vegetable Association, Cattlemen, CattleWomen and others joined together at meetings at the Farm Bureau office. All agreed

that letters to the Supervisors, along with attendance at the Board hearings, are critical. This is still true.

We need your help to give examples of the type of normal earth work you do, such as a road to springs or watering troughs, bringing gravel onto your property for roads and corrals, the need to change access roads in fields as crops change or the construction of irrigation or stock ponds. To the right is an example of a letter that can be sent to the Supervisors.

If you need more information or have questions about the ordinances, please call the Farm Bureau office at (805) 543-3654. And, thanks to every one for stepping forward and helping get our message across.

Supervisors

San Luis Obispo County Board of Supervisors
County Government Center
San Luis Obispo, CA 93408

Dear Supervisors:

I am asking that the agricultural grading be removed from the Grading and Stormwater Management Plan (SWMP) and Ordinances. Agricultural grading is not development. As stated by staff in their September 24, 2009, report, it is not required by the state SWMP. The production of food and fiber needs flexibility in the management of agricultural production land, not additional crippling regulations.

The current agricultural grading ordinance more than adequately covers agricultural grading. Enforce the regulations that are in place today. Instead of eliminating enforcement employees, as was recently done, have adequate enforcement personnel to correct the wrongs. If the current ordinance wording needs minor clarifications, this should be the County's objective, not a wholesale rewrite of the rules. Work with the agricultural community to make these changes.

Sincerely,
Your Name



A number of agriculture organizations held meetings at Farm Bureau to discuss the ordinances.

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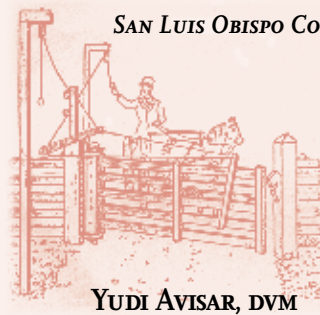


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AROUND SLO COUNTY

Congratulations to SLO Farm Bureau Members and Photo Contest Winners Sherry Molnar and Misty Tartaglia!



A winner in past CFBF photo contests, Misty Tartaglia captured first place in the "Kids and Critters" category with this 4-year-old cowgirl and her sidekick.

A Central Coast rancher who calls her camera her family's "memory maker" has earned the top prize in California Farm Bureau Federation's photo contest.

San Luis Obispo County Farm Bureau member Sherry Molnar snapped the Grand Prize photo last spring as her 7-year-old son Brance took a break during the family's cattle-branding activities. Border collie, Molly, and quarter horse, Nikki, stand by in the sepia-toned photo, ready to resume the action.



Grand Prize winner Sherry Molnar took this photo of son Brance.

"Our children have been active participants in our ranching lives since about the age of 4," says Molnar. "They crave our lifestyle and will enjoy passing it on to their children." She and husband Patrick, a fifth-generation cattleman and Farm Bureau members since 1992, live on the family's ranch in Cayucos, along with their 11-year-old daughter, Fallon. "I just love capturing memories with my camera," Molnar adds. "I'm always on a quest for that perfect picture."

The 28th annual California Farm Bureau Federation (CFBF) photo contest challenged Farm Bureau members throughout the state to capture images of California's family farmers and ranchers, the lands they tend and the bounty they provide. Entries were divided into five categories: "Kids and Critters," "All in a Day's Work on the Farm," "Natural Beauty," "From Farm to Fork" and "Budding Artists." Nearly 400 entries were received this year, setting a new record.

Molnar's Grand Prize photo, which was entered in the "Kids and Critters" category, earned her a \$500 award. Other winning photos brought in prizes ranging from \$100 to \$250.

In the popular "Kids and Critters" category, a photo of a 4-year-old cowgirl sharing the saddle with her canine companion brought smiles from the judges and a first-place award for Misty Tartaglia, a San Luis Obispo County Farm Bureau member.

CFBF, the state's largest farm organization, works to protect family farms and ranches on behalf of more than 80,000 members statewide and as part of a nationwide network of more than 5 million Farm Bureau members.

For more photo winners, go to www.cfbf.com.

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Join SLO County Farm Bureau Today! Four Types of Memberships Offered

Voting Membership — \$160/year

Farmers and ranchers who receive income from the farming industry join as Voting members. They receive the monthly *Farmer & Rancher Magazine*, which keeps members informed on local events and reports on local and state issues concerning farming and ranching in the county. Voting members also receive the weekly *Ag Alert*, California's number one agricultural trade journal.

Voting members are eligible for special discounts on insurance through our partners Health Net, Allied & Nationwide Insurance and State Fund. Voting members also can sign up for "Notes from Farm Bureau," San Luis Obispo County Farm Bureau's digital weekly update with information and hot links on important county and state issues.

Sustaining Membership — \$72/year

Sustaining members are interested in supporting the preservation of agriculture. They receive the monthly *Farmer & Rancher Magazine*, which keeps members informed on local events and local and state agricultural issues concerning the county.

Sustaining members also receive *California Country* magazine, filled with useful information on food production, home gardening and other subjects. Sustaining members are eligible for special discounts on insurance.

Business Support Membership — \$400/yr

Business Support members are businesses (both agriculturally related and non-agriculturally related) that support the protection and promotion of viable agriculture

production in SLO County and California. Business Support members receive *Farmer & Rancher Magazine* and either *Ag Alert* or *California Country* magazine.

All Business Support members are listed in a special section of our website and on the back page of *Farmer & Rancher Magazine*.

Unless otherwise noted, the corporation principle and his/her spouse are beneficiaries of the Business membership.

President's Club Membership — \$400/year

President's members are Voting and Sustaining members who support the protection and promotion of viable agriculture production in SLO County and California. President's Club members receive *Farmer & Rancher Magazine* and either *Ag Alert* or *California Country* magazine. The additional dues collected for a President's Club

membership stay in San Luis Obispo County.



San Luis Obispo County Farm Bureau Membership Application

Please complete the information below and return to the office: San Luis Obispo County Farm Bureau, 651 Tank Farm Road, San Luis Obispo, CA 93401. For any questions, please call (805) 543-3654. Once your application is received, your membership number is assigned, and your membership cards will be sent in approximately three weeks from California Farm Bureau Federation.

Check One

- Business Membership – \$400/year
- President's Club Membership – \$400/yr
- Voting Membership – \$160/year
- Sustaining Membership – \$72/year

Member Information

Applicant's Name _____
 Spouse's Name _____
 Home Address _____
 City/State/Zip _____
 Business Address _____
 City/State/Zip _____
 Work Phone _____ Home Phone _____
 Fax _____ E-mail _____

Membership Type

- Individual
- Partnership
- Corporation

Send Mail to

- Home
- Business

Payment Information

Check (make payable to Farm Bureau) Check # _____
 Visa/MasterCard # _____ Expiration ____ / ____
 Name of Credit Card Holder _____
 Signature _____

Our Mission – To lead San Luis Obispo County in the protection, promotion and advocacy of agriculture for the benefit of our members and community.

They're Our Future

by Mary Silveira

Since 1921 San Luis Obispo County Farm Bureau has welcomed members to join in unifying the common interests of local farmers and in financially strengthening the agriculture community. Through the initial effort and leadership of the Farm Bureau directors, under the guidance of the Agriculture Extension Service, Farm Bureau was divided into districts known as Farm Centers, each having a chairman, vice-chairman, secretary and treasurer.

During the early years, the first membership drive resulted in 481 farmer and ranchers who chose local farm centers to represent their voices. Those centers organized in this crucial time of inception were Shandon, Annette, Cholame, Las Pilitas, Edna, Park Hill, Arroyo Grande, Union, Templeton, Creston, Estrella and Atascadero.

Today Edna, Adelaida, North Coast, Creston and Carrisa Plains remain. Farm Bureau Women, also a "center," was created as the Farm Home Department in 1923, and its first year membership topped at 350.

In the 89 years since the creation of precepts to define its future, San Luis Obispo County Farm Bureau's membership has stepped up to the plate time and time again in order to keep agriculture viable on the coast. As the years have gone by, many of our members throughout California remain supporters but are no longer active agriculturalists.

This is why our collegiate Young Farmers & Ranchers Committee (YF&R) is crucial to the future of each and every county Farm Bureau. Here in San Luis Obispo, California Polytechnic State University brings together sons and daughters of farmers and ranchers from throughout the state. Unique to this industry is the ability to bring these students together

in each county to improve their skills and knowledge of agriculture. Most of these members benefit from the organization and learn leadership skills, returning to various home counties to help nurture their future.

Young Farmers & Ranchers. Who are they? What do they do? What do they gain by being a member? How do they become involved with the Young Farmers & Ranchers of San Luis Obispo County?

To be a collegiate Young Farmer & Rancher, a student does not have to join the county Farm Bureau. That, we hope, will come later, after they have established a profession in agriculture. Many former YF&R members are now sitting on boards and committees for their local Farm Bureaus.

In February 2009, former YF&R SLO County Chair **Frost Pauli**, a Mendocino County wine grape grower, attended the California Farm Bureau Federation (CFBF) National Affairs trip to Washington D.C., where he represented California and Mendocino Young Farmers & Ranchers as part of a 25-member CFBF delegation there to shed light on key issues related to California agriculture.

The group brought their personal stories to Capitol Hill in hopes of influencing congressional and agency leaders to make decisions and enact policies that will keep agriculture strong and viable. Estate tax policies could affect his future as a farmer and, "As a fourth-generation farmer with four siblings, estate tax reform is really important in my ability to keep farming," Pauli says in the May issue of CFBF *Ag Alert*.

Pauli served as SLO YF&R Chair from 2006–2007 while attending Cal Poly, and he was recognized for his Outstanding Leadership at the Annual Meeting of Members in September 2007.

From a recent e-mail, Pauli describes below his experiences in YF&R and subsequently.

"I worked with members of the San Luis Obispo Farm Bureau for four years while attending Cal Poly. During that time I attended Board of Directors' meetings for two years and served in an advisory role as the Young Farmers & Ranchers Chair.

"After graduating from Cal Poly with a degree in Agribusiness and a minor in Viticulture, I moved home to my family's farm in Mendocino County. I farm Bartlett and Bosc Pears, and nearly 1000 acres of wine grapes in Potter Valley, Redwood Valley and Ukiah Valley. Upon moving home I was selected to serve on the Mendocino County Farm Bureau Board of Directors.

"I was not involved in Farm Bureau until I became interested in YF&R while in San Luis County. The support from Farm Bureau and from the YF&R membership propelled me to where I am today."

continued on page 10



Frost Pauli, former YF&R SLO County Chair, was part of a YF&R group on the annual Wine Industry Tour in 2008.

Young Farmers & Ranchers

by Olivia Gonzales, YF&R Chair

With the recent addition of the *Professional Young Farmers and Ranchers* to San Luis Obispo County Farm Bureau, the San Luis Obispo Young Farmers and Ranchers (SLO YF&R) are focusing on developing their existing collegiate membership. The primary goals for the committee in 2009 and 2010 are to recruit younger members, promote leadership-building activities and offer more social activities.

2009 Events

Morro Bay Margarita & Avocado Festival

This past year got off to a great start with the 2009 Morro Bay Avocado & Margarita Festival where a handful of dedicated SLO YF&R members served beef sandwiches all day as a fundraiser. The day was very successful and is sure to be a repeat event! All proceeds go toward sending members to the 2010 California State YF&R Conference and to SLO YF&R high school scholarships.

California Young Farmers and Ranchers Discussion Meet

Although SLO YF&R did not have a large turnout for the Discussion Meet last year, both competitors made the committee proud! SLO YF&R's Nick Traini and Olivia Gonzales both competed for the first time in the Collegiate Discussion Meet during the California Farm Bureau Federation's (CFBF) annual

meeting in Anaheim. In addition to SLO YF&R's two Cal Poly students, the competition included participants from Cal State Chico and Cal State Fresno. Traini made an outstanding effort, barely missing the final four by just one round. Gonzales won the Collegiate Discussion Meet after four rounds of competition and will



SLO County Young Farmers & Ranchers attended the National YF&R Leadership Conference in February 2009.

represent SLO YF&R and CFBF at the American Farm Bureau Federation Discussion Meet in Tulsa, Oklahoma at the end of February.

Upcoming 2010 Events

California State YF&R Conference

As one of our most important leadership development opportunities of the year, the State YF&R Conference is where the majority of SLO YF&R's fundraising efforts go. The committee typically sends 10 to 15 members each year for a weekend of workshops, keynote speakers and social networking with other YF&Rs from throughout the state. This year's conference in Sonoma County takes place from March 12-14 and is themed "Farming Beyond Your Field!"

Wine Industry Tour

This April marks SLO YF&R's fourth annual wine industry tour! Each year the committee coordinates with the Central Coast Trolley Company to give 20 members a chance to learn more about San Luis Obispo County's most profitable agriculture industry. The tour

features a presentation and wine tasting at each stop with lunch sponsored by the Paso Robles Wine Country Alliance. Past topics have included winemaking, sales and marketing, vineyard management and agriculture tourism.

Other Activities

In addition to this year's highlighted events, SLO YF&R participates in collegiate recruitment opportunities like Cal Poly's Fremont Club Fair, Farm City Night and Ag Showcase. The committee hopes to develop a close working relationship with Cal Poly's faculty and students to encourage Farm Bureau leadership and membership opportunities among young agriculturalists.

continued on page 11

Our Future continued from page 8

Young Farmers & Ranchers is a crucial and relevant committee of Farm Bureau. Its young members are shown what can be done and what must be done to continue the viability of agriculture. It is not an easy task and it is time consuming, but as these young adults have proven, they join, they participate, they learn, they move on and they act as members of their communities, contributing to the future of agriculture.

Shannon Kelley, now working for the California Beef Council, was Vice Chair of YF&R and a director on the Farm Bureau Board representing Central Coast Green House Growers from 2007–2008.

“By participating in SLO County Farm Bureau, I was able to see agriculture in many different forms,

Kevin Barlet was Chair of SLO County YF&R from 2007–2008 and also served as Vice Chair, participating for three years. Currently he resides in San Benito County and works in sales at Tanimura & Antle Fresh Vegetables in Salinas. He is active in the Central Coast YF&R, which is the umbrella YF&R committee for both of those counties.

“Participating in SLO County Farm Bureau, specifically the YF&R, allowed me to make the connections that have led to both of my jobs since leaving San Luis Obispo,” Barlet says.

Megan Brownell, recent past Chair for YF&R became active in 2004. “I reside in San Luis Obispo



Megan Brownell, SLO YF&R past Chair.

me well as a continuation of my legislative experience. During high school, the FFA program enabled me to venture around our nation and explore our democratic process. Now, those lessons have furthered my engagement in taking action through Farm Bureau.

“Being able to add to the strong voice of Farm Bureau and contribute to our county’s agriculture needs is making me feel directly involved and responsible for legislative outcomes. I have a lot to learn, and Farm Bureau is a great tool to do so.”

Members of this young organization have the opportunity to attend seminars focusing on leadership training, gaining valuable insight into all aspects of agriculture. They learn how to promote their communities as well as this industry. They learn about issues and how to resolve them. YF&R members can

- Make valuable professional contacts.
- Meet and work with elected officials.
- Make friends for life with other young people in agriculture who share the same interests and challenges that they face daily.

California agriculture is the most diverse in the world and, as a result, public policy issues affecting our agriculture can be complex. Farm Bureau needs young leaders to be

continued on page 11



SLO YF&R members will take their 4th annual Wine Industry Tour in April. This group toured in 2008.

allowing me to see the many different avenues and career paths I could go down if I wanted to stay in agriculture,” Kelley says.

“It was also advantageous to see the Farm Bureau work with other organizations to accomplish goals—to show that by working together, we can protect California agriculture and its heritage—which is inspiring for a young person trying to remain in agriculture.” Kelley now lives in Yolo County and works in Sacramento.

County and proudly paid my first dues to become a Farm Bureau member in July 2009,” she says. “Currently, I serve as YF&R Past Chair and have accepted a Director-at-Large position on the SLO County Farm Bureau Board.”

Brownell, having experienced several years of participation while attending Cal Poly, expresses the benefits and impacts of this organization on her career.

“The YF&R program has served

SLO YF&R continued from page 9

With the help of community leaders and SLO Farm Bureau members, SLO YF&R has been instrumental in encouraging young students to stay involved in YF&R and the advocacy of agriculture beyond their college experience. Many YF&R members throughout the state began their relationship with Farm Bureau right in San Luis Obispo County and have carried it with them into the counties where they now participate in the protection and promotion of agriculture. With this responsibility in mind, SLO YF&R plans to continue to offer leadership opportunities for members and encourage lifelong involvement in Farm Bureau.



At the December 2009 CFBF Annual Meeting, SLO Co. YF&R Chair Olivia Gonzales won the separate Collegiate Discussion Meet competition. She receives an award and \$500 prize from 2009 YF&R Chairman Jeff Carlton.

Our Future continued from page 10

involved in the legislative process, and the Young Farmers and Ranchers programs give collegians that opportunity.

Olivia Gonzales, a senior at Cal Poly and a resident of Paso Robles, has been a member of YF&R for four years, serving as an executive officer for three. She is the current Chair of San Luis Obispo County YF&R.

Gonzales' efforts, along with those of her officers and peers, have brought up to 125 members together to participate in fundraising with the "Bounty of the County;" to enjoy social gatherings with "Rockin the Ranch;" and to serve the community on National Hunger Awareness Day, at the Great Pumpkin Contest at the SLO Downtown Farmers Market, and at the 4H Field Day in Paso Robles.

Current YF&R officers are Chair Olivia Gonzales, Vice President Patty Maldonado, Secretary Lindsay Rosasco and Treasurer Kody Kester. YF&R members have gathered their efforts for Wine Tours and the Morro Bay Avocado Festival, supported the Santa Maria Elks Rodeo Queen contest with one of their own and many other events that are service-oriented, and participated in fundraising for

the scholarships offered to high school students.

One high point of being affiliated with YF&R is the Legislative conference that provides one-day training at the state capital building and the opportunity to speak with legislators.

An even greater opportunity happens once a year when members join more than 200 of California's up-and-coming young leaders in agriculture at the 2010 CFBF YF&R Leadership Conference in Sonoma County March 12-14.

The conference features a variety of continuing education and networking opportunities, agricultural tours of Sonoma County, six different

workshops (topics include working with the media, advocacy on farm security, key political issues) and much more.

Our Future, Young Farmers & Ranchers, is that—our future. You can spread the word and invite young agriculturalists to begin their journey toward their agriculture success by participating in SLO County Young Farmers & Ranchers. And you can mentor these young adults toward their goals and help prepare them to lead—that is what your legacy can be.

To become involved, call the San Luis Obispo County Farm Bureau office at (805) 543-3654.



SLO County YF&R members garner hands-on agriculture experience in 2008.

Farm Employers Labor Service (FELS) — Your Partner in Farm Workforce Management

by Bryan Little, COO Farm Employers Labor Service

Farmers and ranchers are the ultimate small businessmen and women when in family-based businesses that provide the basic food and fiber we all depend on. A farmer or rancher doesn't take up farming because he or she wants to be a part-time accountant, tax specialist, environmental quality specialist or human resources professional. Unfortunately, trying to run an agricultural business in California often forces a farmer or rancher to assume roles they never wanted and, often, may not be well prepared for.

The California Farm Bureau Federation (CFBF) created the Farm Employers Labor Service (FELS) in 1970 in the midst of heightened interest in agriculture on the part of state and federal regulators, union activists and legal-aid advocates. Their activities presented then-new challenges to farmers and ranchers.

Early on, FELS focused on helping farmers manage unionization campaigns, and that's something we still do today. But over the intervening years, we've branched out to help farmers and ranchers manage the endless array of regulatory requirements imposed by the state and federal governments. We help our clients and subscribers comply with safety and health requirements; requirements for timely payment of wages; proper allowance for required meal and rest breaks; and training requirements for safe use of pesticides and respirators.

We also help farmers and ranchers understand how they must maintain the small mountain of records federal and state regulators and enforcers require—everything from injury and illness reporting and recordkeeping to completing and retaining I-9 Forms.

FELS offers services and resources to farmers and ranchers that are infinitely adjustable to fit the size and nature of your operation and your budget. For a low annual subscription rate of \$250 for Farm Bureau members, you can receive our monthly newsletter. It's packed with information farm employers need to know to stay in compliance with the law and run their operations safely and efficiently. FELS subscribers also have access to labor and employment experts in our Sacramento office through our Farm Employers Hotline and access to informative materials on our website, www.fels.org. For legal help with employment-related matters, our Group Legal Services Program offers some of the finest employment law litigators in California, with one hour of legal services free and subsequent services at a low group discount rate.

FELS products, like our Laminated Employment Notices Posters (providing all required employment postings in English and Spanish in a three-poster weather-resistant set) and our HR Compliance Manual (providing

a single-source compliance aid to organize your required records, documentation and resources to demonstrate compliance to enforcement personnel), are designed to help you be in compliance. We offer many products at a 20% discount to Farm Bureau members. Our extensive library of training materials can help you conduct legally required trainings, covering everything from Animal Safety to Workers' Comp.

FELS' Labor Management Consultant Service (LMC) is our premium on-site service for farm and ranch employers. If you have a large or diverse operation near a major urban area or if your operation is within sight of a major highway, you are probably in the cross-hairs of state and federal enforcers, California Rural Legal Services or the United Farm Workers. A single misstep can cost you thousands in penalties, back pay and attorneys' fees. A FELS LMC consultant can visit your ranch once a quarter for less than the cost of a single willful CalOSHA violation. LMC can analyze your operation, discuss your needs and give you an estimate of the level



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Health Net offers California Farm Bureau members health care options to fit your budget and your life, including three new PPO health insurance plans offering 100% in-network coverage for covered charges after calendar year deductible is met; dental and vision plans; and the CashNet plan — a supplemental medical expense plan.

Call your authorized Health Net agent or call us and be one step closer to making a health care choice that works for you!

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California Farm Bureau health insurance plans are underwritten by Health Net Life Insurance Company; coverage is subject to individual underwriting. Health Net Dental HMO plans are provided by Dental Benefit Providers of California, Inc. ("DBP"). Health Net Dental PPO and Indemnity plans are underwritten by Unimerica Insurance Company. Obligations of DBP and Unimerica Insurance Company are not the obligations of or guaranteed by Health Net, Inc. or its affiliates. © 2009 Health Net Life Insurance Company is a subsidiary of Health Net, Inc. Health Net® is a registered service mark of Health Net, Inc. Farm Bureau is a registered service mark of American Farm Bureau Federation used under license by Health Net. All rights reserved.

FELS continued

of service you require. LMC can be your part-time HR department or partner in labor-management relations.

Our LMC consultants are all bilingual, bicultural and have extensive experience in agriculture, loss control, workplace safety and health, agricultural labor management relations and related disciplines. They have the ability to communicate effectively with your workforce on a peer-to-peer basis.

I hope you'll give FELS a closer look one day soon; I think the value we offer for your agricultural business will quickly become apparent to you. With our labor-law experts available through our Employer Hotline; the attorneys we offer through our Group Legal Services program; and the decades of experience in the field of our Labor Management Consultants, we offer 40 years of expertise, experience and institutional knowledge that no one else in the business can match. I hope you'll feel free to contact me at blittle@cfbf.com or at (800) 753-9073. We're here to help!

Prior to FELS, Little worked as Deputy Assistant Secretary for OSHA at the U.S. Dept. of Labor in Washington, D.C., and in the Washington office of American Farm Bureau Federation, managing Agricultural Labor, Regulatory Reform and Transportation issues.

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NEW Rx Drug Card

A new California Farm Bureau Rx prescription benefit, through United Networks of America, offers up to a 75% discount on Brand and Generic medications and is compatible with all insurances. There are no forms to fill out, no age restrictions or waiting periods and the program is available now for Farm Bureau members. This benefit does not replace the current benefit offered through Script Solutions, though the potential for member savings is greater.

Members should log on to www.cfbf.com and download the Farm Bureau Discount Prescription card, take it to their local participating pharmacy and receive substantial savings on their medications.



Safety VHS Tapes Available FREE

SLO County Farm Bureau's inventory of safety videos dating to the 1980s and '90s are available to any members interested who have VHS players.

Come by the office or call Mary Silveira, (805) 543-3654 by March 1 to reserve your tape(s).

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MONTEZUMA OAT HAY. Large quantity available. Barn stored. Discount for truckload quantities. \$7/bale. 805/543-0708.

FIATALLIS 14-C Dozer. Larger than CAT D6. 90% UC stored for years. 700 hours, \$37,000. Call Alvin, 805/438-3278.

IRISH DEXTER CATTLE. Bulls, cows, calves. Some registered with Purebred I.D. Cattle Assn. Call Tom, 805/226-9489.

JARDINE RANCH SEASONAL FIREWOOD

—You pick up or we deliver. No order too small. Credit card accepted. 805/238-2365.

WATER SOFTENER. Model Elite 420 Series, Sears Best. Used 60 days only; like new. Best offer. 805/472-9432.

HORSE-QUALITY FORAGE MIX. \$8/bale, barn-stored heavy bales. Red Oak firewood to \$125/half cord or \$240/full cord (128 cu. ft.). You load/you haul. 805/239-2989.

HIGH-QUALITY BARLEY HAY. Large quantity available. Clean, smooth bearded. Good for cattle or horses. Paso Robles. Delivery available. \$6/bale. 805/674-8577.

QUALITY FORAGE MIX HAY. \$8/bale, Edna Valley. Delivery or pick up. 559/920-1991.

AKC BLACK/YELLOW LABS. Born 5/22/09, ofa, excellent, shots and wormed. Top hunting bloodlines, both parents point. Call Jim Batson at 805/463-2487.

1968 JD 4020. Powershift, 3 remotes, duals. Loader w/bucket, forks, rear box scraper w/ hyd rippers. 6000 hrs. Asking \$13,900. Call Nick at 805/431-9532.

LONGHORN CATTLE. Heifers, steers, cow/ calves, bull. All ages, gentle with various colors. A magnificent breed with unique heritage. 805/801-8080.

ROUND HARROW. Strathmore 12', 3 pt. hitch. Good condition. \$750. 805/467-3389.

USED STEEL PIPE for fences, corrals, owl houses, flag poles, etc. Joints, posts, rods, wire, cable—everything for pipe projects. Panels. Competitive prices & delivery. 805/235-0133.

BOER GOATS. Bucks, young does and wethers \$65-\$80 each. 805/489-5402 or 805/235-2770 cell.

ALPACAS. Young, beautiful, grey and black. Pet fiber males. Good for sheep protection. Two for \$1,000. Call Marilyn, 805/772-1774.

WANTED

LOCATE PERSONS — Jamie Macabee and Clemmey Parvin. Farm inheritance. Call Russee Parve, 805/234-1050. Important.

MILL & GRAIN HANDLING EQUIPMENT — Stone or impact mill for flouring. Small grain bins and elevators. Call Jenn at 805/473-3827.

ESTABLISHED COASTAL & VALLEY VINEYARDS — For 2010 growing season, short- or long-term leases; any size is acceptable. Excellent lease rates, professionally farmed. Will consider lease/purchase. Contact Lakhy Sran, 559/970-0125, Lakhy@diamondwestfarming.com.

GRAZING LAND TO RENT — Cal Poly senior project doing a stocker cattle business plan. Call Tim at 805/801-4847 or Jeff at 805/458-8051.

FREE CLASSIFIED LISTINGS for ALL Farm Bureau Members!

Have something to sell, a job to fill or in need of a service? Advertise in *Farmer & Rancher* classifieds.

CLASSIFIED RATES

Farm Bureau membership includes one free 20-word listing per month. Additional words are \$5 per group of 10 words. Each additional 10-word listing is \$5 per month for members.

CLASSIFIED SUBMISSIONS

Call (805) 543-3654, fax (805) 543-3697, e-mail advertisement@slofarmbureau.org, or bring to San Luis Obispo County Farm Bureau, 651 Tank Farm Road, San Luis Obispo, CA 93401.

**YOUR DEADLINE
FOR THE MARCH ISSUE
IS FEBRUARY 15.**

CONTINUING YOUR LISTING

Your listing runs for three months. To cancel sooner, contact the SLO Farm Bureau office. At the end of three months you may resubmit your listing or consider a display ad.

LISTING AVAILABILITY

Listings are on a first-come, first-served basis. Farm Bureau retains the right to refuse or edit any classified listing and is not responsible for errors in text.

San Luis Obispo County Farm Bureau

Welcome New Members!



"The mission of the SLO County Farm Bureau is to lead San Luis Obispo County in the protection, promotion and advocacy of agriculture for the benefit of our members and community."

Joseph Cavaletto

Muriel Miller

Ted R. Cooper Ranch

Justin Perino

Jeff Filipponi

Genevieve Phillips

Robert Hartzell

Donald Silveira

Amber Johnson

Alejandro Valdovinos

William J. Martony,
Lighthouse Properties

For membership information, please call
San Luis Obispo County Farm Bureau at 805/543-3654.

FARM BUREAU BUSINESS MEMBER DIRECTORY

Advanced Agricultural Services – Crop Services: IPM Specialists, Grape Bud Analysis
Donald Thomas Cell: **559/309-3866**

Ag Box Company – Produce Containers
1400 Railroad Avenue, Oceano **489-0377**
Fax: 489-1497 Warehouse – **473-1160**
1260 W. Main Street, Santa Maria **922-9883**

Byars Thompson Buchanan Insurance
935 Riverside Avenue, Suite 7A, Paso Robles
Phone: 238-5212 Fax: 238-5215

California Meridian Insurance Services
9700 El Camino Real, Atascadero
ted@californiameridian.com
Phone: 466-3400 Fax: 466-6148

Central Coast Propane
Local Source for Agricultural & Commercial Propane
6260 Monterey Road, Paso Robles
Phone: 237-1001 Fax: 467-2423

C&M Nursery
195 N. Thompson Ave., Nipomo **929-1941**

C&N Tractors
2690 Ramada Drive, Paso Robles **805/237-3855**
496 Salinas Road, Watsonville **831/722-2733**

Coast National Bank
500 Marsh Street, San Luis Obispo **541-0400**
1199 Grand Avenue, Arroyo Grande **473-6560**
898 Morro Bay Boulevard, Morro Bay **772-6800**
1193 Los Osos Valley Road, Los Osos **528-6700**
2138 Spring Street, Suite A, Paso Robles
239-9520

Days Inn
2050 Garfield Street, San Luis Obispo **549-9911**

Donovan & Donovan, Inc.
Construction, Designs, Interior
2230 Weaver Lane, Paso Robles **239-0848**

Eagle Energy, Inc. DBA Henderson Petroleum
22515 El Camino Real, Santa Margarita
543-7090
2400 Golden Hill Road, Paso Robles **239-2190**
1260 W. Main Street, Santa Maria **922-2168**
631 Avenue of the Flags, Buellton **688-1920**
719 Laurel Lane, Lompoc **736-7588**

Electricraft, Inc. Electrical Contractors
Service, Repair, Maintenance & Trouble-shooting, Installation & Connection of Motors, Pumps, Solar, Generators and Electrical Controls; 24-hour Emergency Response.
205 South Street, San Luis Obispo **544-8224**

Farm Supply Company
224 Tank Farm Road, San Luis Obispo **543-3751**
SLO Pump Division: 224 Tank Farm Rd.
543-4355
1108 Paso Robles Street, Paso Robles **238-1177**
1079 El Camino Real, Arroyo Grande **489-5514**
1920 N. Broadway, Santa Maria **922-2737**

Filipponi & Thompson Drilling Co.
Water Well Drilling, Pumps (Ag. & Domestic)
3250 El Camino Real, Atascadero **466-1271**

Heritage Oaks Bank
545 12th Street, Paso Robles **369-5203**

InWest Insurance Services
TWIW Insurance Services
1525 E. Main Street, Santa Maria
922-7301 Fax: 925-2370

J.B. Dewar Inc. Petroleum Products
Corporate: 75 Prado Rd., San Luis Obispo
543-0180
Sales/Warehouse: 75 Prado Road **781-3578**
2403 Golden Hill Road, Paso Robles **238-0634**
1049 Riverside Avenue, Paso Robles **238-0634**
1131 El Camino Real, Arroyo Grande **543-0180**
933 Huber Street, Grover Beach **543-0180**
612 W. Boone Street, Santa Maria **925-4061**
2310 S. Meredith Lane, Santa Maria **925-4061**
1400 W. Laurel Avenue, Lompoc **736-8262**
Technical Services: Central Coast **440-8585**

Kronick Moskovitz Tiedemann & Girard
Law services include real estate, land use, water and environmental law, including Williamson Act and conservation easements.
Contacts: Kenneth Bornholdt, Jon Goetz
1432 Higuera Street, San Luis Obispo
Phone: 786-4302 Fax: 786-4319

Kimbell & Brown Construction, Inc.
P.O. Box 650, Summerland **441-4050**

E. C. Loomis & Son Insurance Associates
220 Traffic Way, Arroyo Grande
Phone: 489-5594 Fax: 489-4183

Madonna Inn
100 Madonna Road, San Luis Obispo **543-3000**

Mission Community Bank
1226 Park Street, Paso Robles **237-4200**
581 Higuera Street, San Luis Obispo **782-5000**
154 W. Branch Street, Arroyo Grande **994-9000**

Nick's Telecom
Home & Business Communications **441-3135**

Pacific Gas and Electric Company
P.O. Box 8592, San Luis Obispo 93406
595-6340

Pacific Sun Growers, Inc.
1198 Mesa Road, Nipomo **929-1986**

Pat Phelan Construction – House & Barn Pads; Septic Systems; Road, Reservoir and Vineyard Work.
235 Phelan Ranch Way, Arroyo Grande **929-1739**

Rabobank
2276 Broad Street, San Luis Obispo **541-5500**

Roadrunner Construction – Finish Grading, Driveway Materials Delivered & Applied. House Pads, Horse Arenas, Bulldozing & Clearing.
7210 Vineyard Drive, Paso Robles **238-2500**
207 N. Main Street, Templeton **434-3816**

Roto-Rooter Plumbing, Sewer & Drain
Arroyo Grande: **489-4488** Cambria: **927-3100**
Cayucos: **995-0120** Los Osos: **528-2898**
Morro Bay: **772-3044** Nipomo: **929-1080**
Paso Robles: **239-1451** Pismo Beach: **773-1177**
San Luis Obispo: **543-9288**

San Luis Obispo Downtown Association
1108 Garden Street, San Luis Obispo 541-0286

Shimmin Canyon Vineyard – Producer of Premium Wine Grapes.
11000 E. Highway 46, Paso Robles **238-2562**

South County Realty
102 Bridge Street, Arroyo Grande **481-4297**

Business members listed here show support for the local agricultural industry and the SLO County Farm Bureau.

Please show your appreciation by supporting them; let them know that you're a Farm Bureau member when you do business with them.

YOUR BUSINESS SHOULD BE LISTED HERE, TOO!

**FOR DETAILS,
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