

UNIVERSITY OF CALIFORNIA, SANTA BARBARA
ECONOMIC FORECAST PROJECT



**SAN LUIS OBISPO COUNTY
ECONOMIC OUTLOOK
2007**

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ECONOMIC ACTIVITY



San Luis Obispo County's economy is truly a post-industrial economy. It could much better be categorized a service economy. What the government classifies as "service jobs" account for a whopping 36.7 percent of the County's jobs. The true service sector is larger than that, though. Government, accounting for 20.7 percent of County jobs, is really another service sector. A large component of the small Finance, Insurance, and Real Estate sector could also be classified as service sector, as is most of the very small Information sector. Services and Retail combined probably account for about 75 percent of County jobs. Manufacturing

jobs now represent less than six percent of County jobs.

Such a concentration in services brings some advantages. A service economy is relatively clean. A service economy also tends to be less volatile than an industrial economy, with fewer layoffs.

However, San Luis Obispo County is a bit of a special case. The County felt some pain earlier this decade, when the government sector cut back in response to falling tax receipts at the State level. California's reliance on a steeply-progressive personal income tax suggests continued volatility in the State's funding source. The way local governments in California are financed assures that

they will share the pain when the State loses revenues. Since the Government sector accounts for over 20 percent of San Luis Obispo County jobs, the County's economy will experience volatility induced by this sector.

Service-sector jobs can be tradable or non-tradable. An example of a non-tradable service-sector job would be landscaping, since the consumption and production of the service are necessarily done at the same location. An example of a tradable service-sector job is education. Cal Poly has many out-of-state or foreign students who come here to receive their education but then use that education the rest of their lives somewhere else.

In general, tradable-goods producers are migrating out of San Luis Obispo County, regardless of whether they are service or product producers. An economy consisting of non-tradable service producers is limited in growth potential. Its growth is a function of population growth, the growth in average wealth of the population, and the change in the average relative proportion of services consumed by the population. If the population is stagnant, the only possible sources of service-sector growth are an increase in services spending as a proportion of total spending or an increase in wealth.

We do not see San Luis Obispo County as a rapidly growing economy, and despite strong economic growth in some areas, many of the County's communities are experiencing slow growth at this time.

Last year, we forecasted that San Luis Obispo County's economy would grow in real terms by 2.7 percent in

2006. We also said it would be a good year for the County. We now expect the 2006 real growth rate to be 2.6 percent, and we think it was a good year for the County, relative to its potential. The San Luis Obispo County economy is growing significantly more slowly than the economies of the United States and California, and without tradable goods or tradable services, the economy has less potential growth than the larger economies.

If San Luis Obispo County citizens wish to see economic growth on the scale of the United States or California, the County has limited choices:

1. It can increase the manufacturing sector. Most residents would find this option unpalatable. Even if the community

embraced this option, the probability of success would be small. The cost structure for production would be such that only a company with a monopoly on a good with inelastic demand is likely to be success-

support this option through policies, specifically their support of Tourism. The problem here is that Tourism-associated service jobs generally pay low wages.

Individual service providers are also attempting to implement

option four. For example, Twin Cities Hospital is working to augment its local services by becoming a destination

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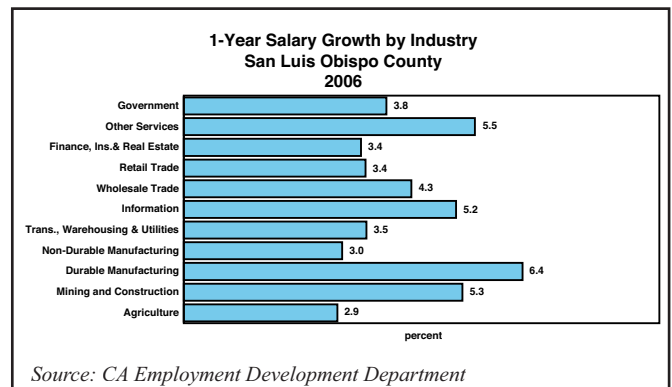
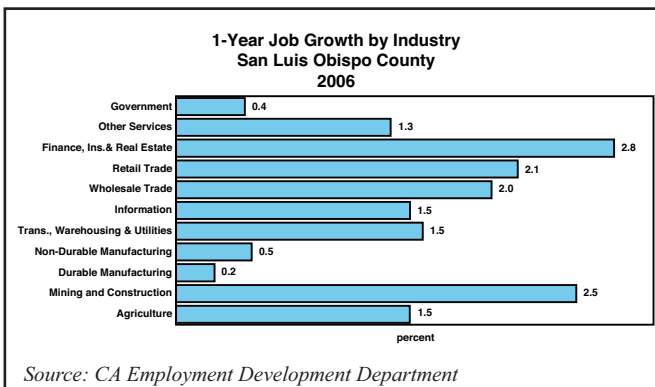
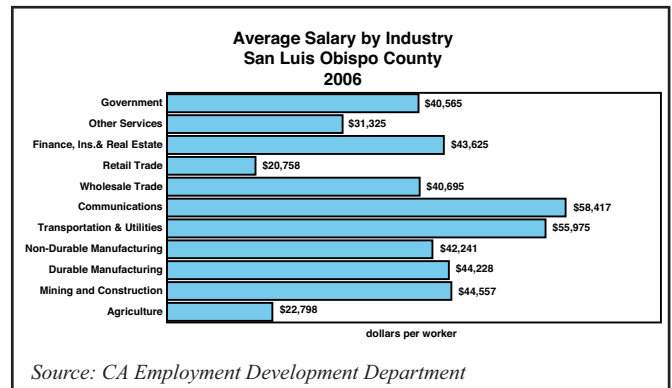
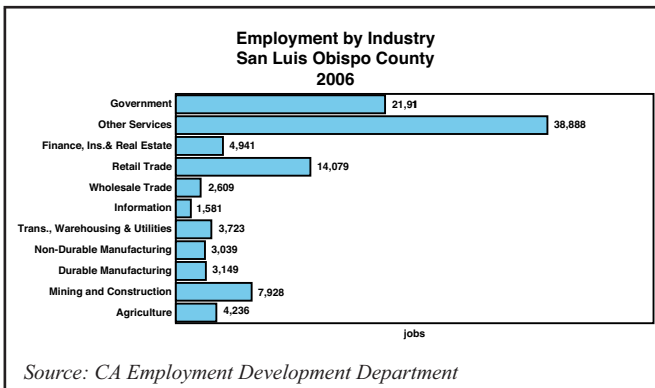
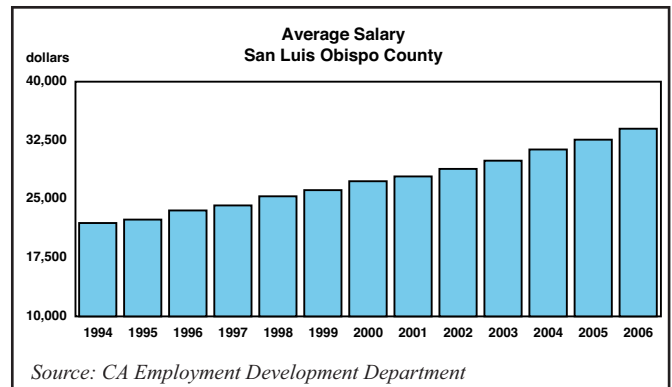
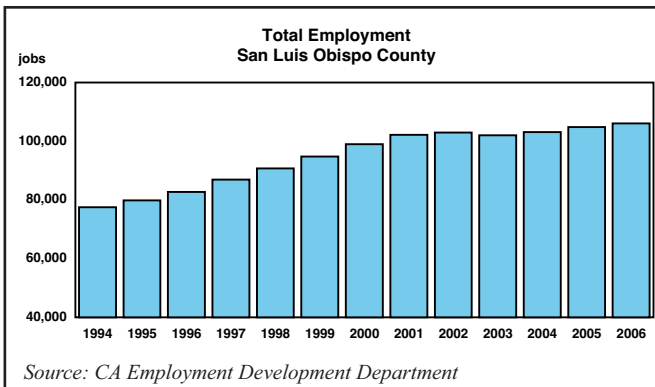
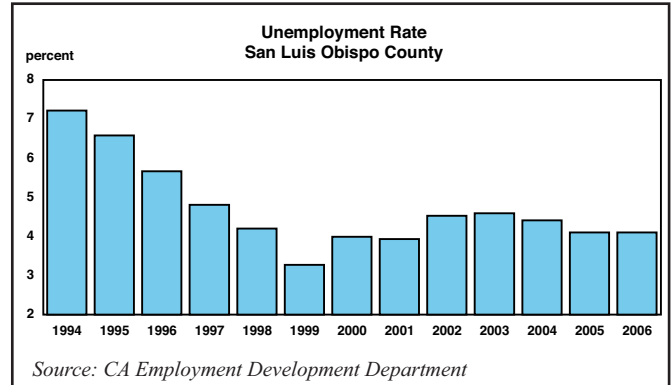
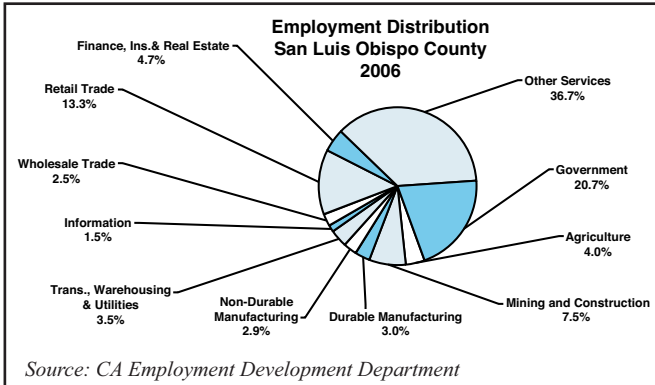
ful, and they could produce just about anywhere.

2. It could increase the population growth rate. This would require building many new homes, as well as the infrastructure to support that increased population.
3. It could increase the average wealth of the population. Current policies and trends are already producing this outcome.
4. It could increase the tradable-services proportion of the economy. This seems to be the option that is both feasible and generally acceptable to the population.

The last option seems to be about the only realistic choice to increase San Luis Obispo County's economic growth rate. In some sense, local governments already

joint-replacement facility. Similarly, a residential cancer treatment facility is under construction in Paso Robles. This type of activity need not be restricted to medical-service providers. It just happens that they are significant efforts that we know about. There are very likely others.

Local governments can support these types of activities through policies and government services. Effective policies would provide incentives for tradable-services production and affordable housing. Government services could potentially include such things as education, marketing assistance, and recruitment assistance.



**Job Growth by Sector
San Luis Obispo County**

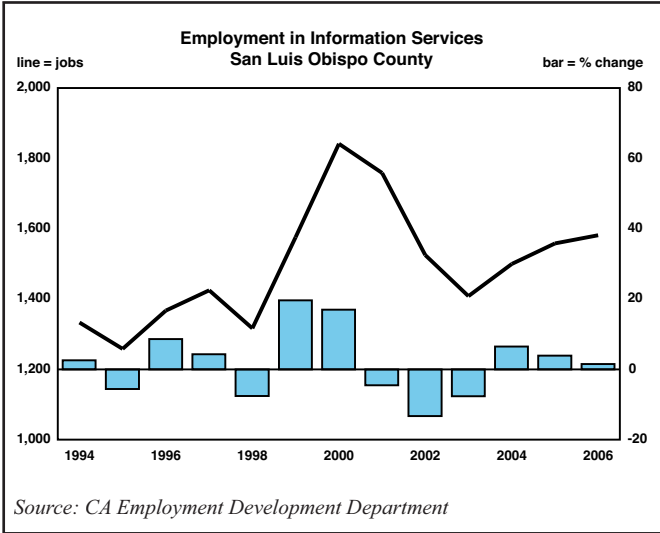
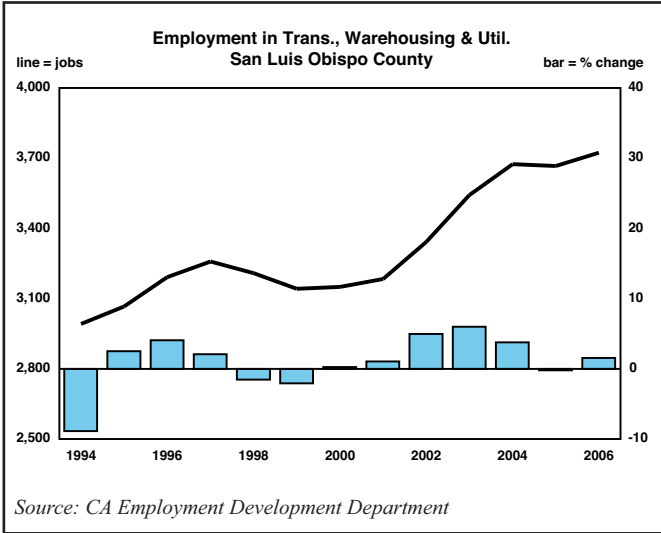
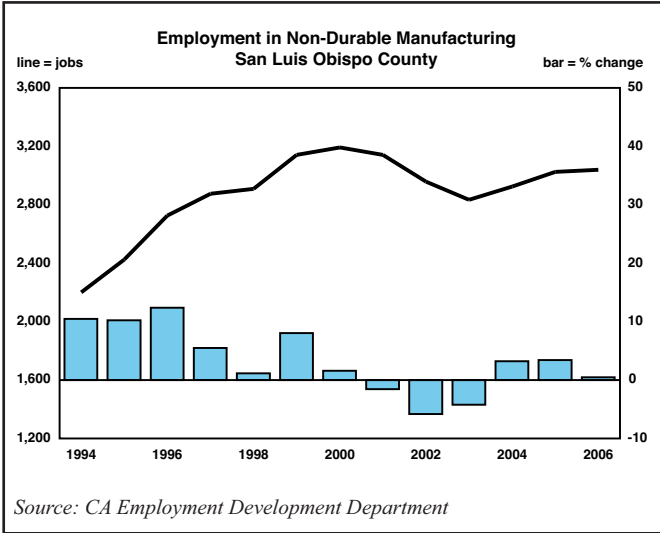
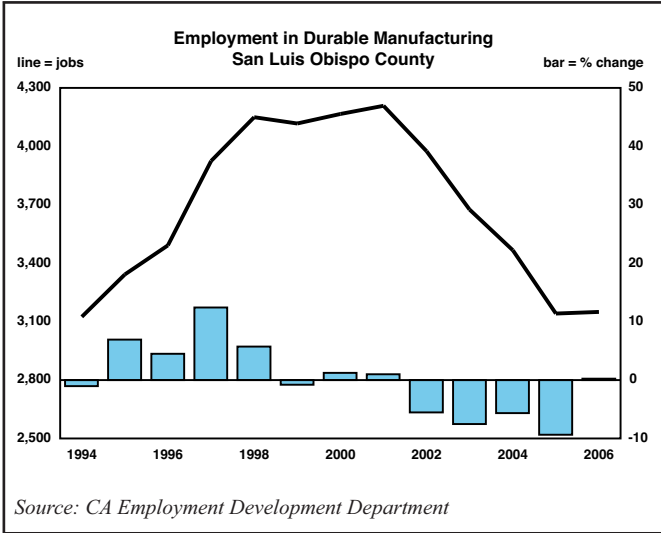
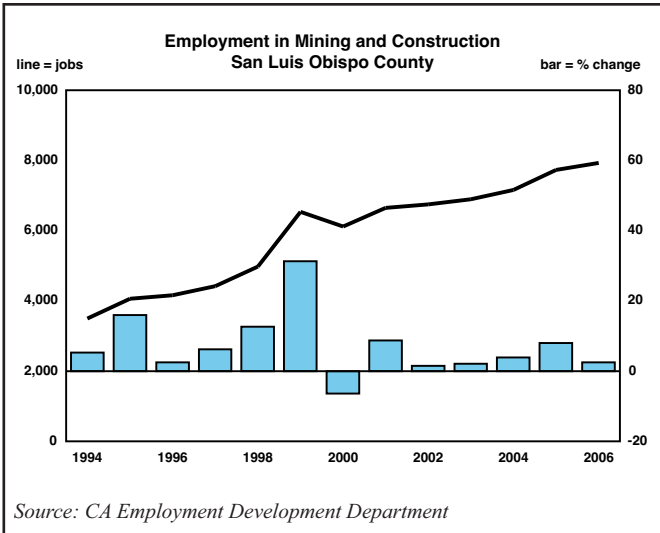
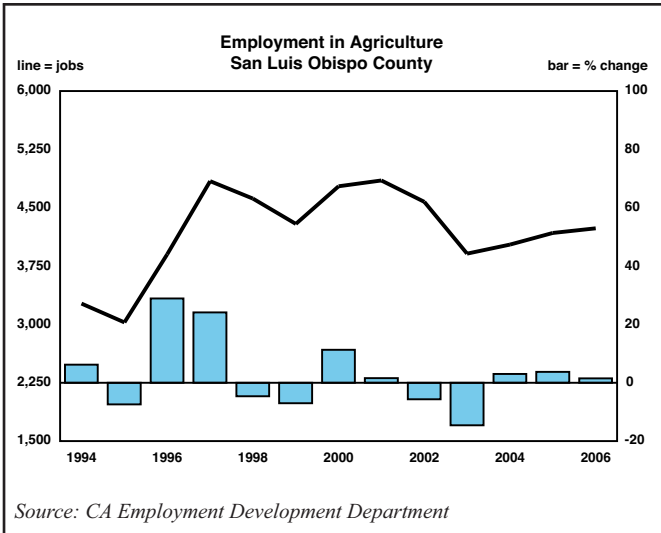
	Jobs in 2005	Jobs in 2006	Jobs Created or Lost	Percent Change
Sector				
Agriculture	4,175	4,236	61	1.5
Mining and Construction	7,733	7,928	194	2.5
Durable Manufacturing	3,142	3,149	8	0.2
Non-Durable Manufacturing	3,025	3,039	14	0.5
Trans., Warehousing & Utilities	3,667	3,723	57	1.5
Information	1,558	1,581	23	1.5
Wholesale Trade	2,558	2,609	51	2.0
Retail Trade	13,783	14,079	296	2.1
Finance, Ins. & Real Estate	4,808	4,941	132	2.8
Other Services	38,371	38,888	517	1.3
Government	21,817	21,911	94	0.4
Total, All Industries	104,825	106,085	1,260	1.2

Source: CA Employment Development Department

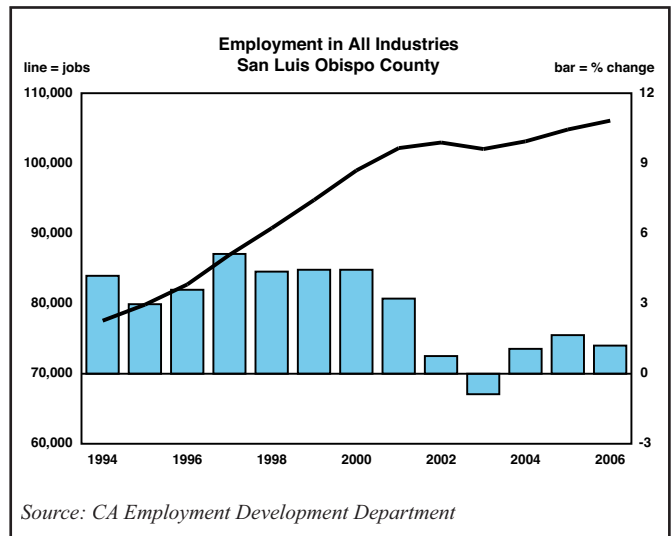
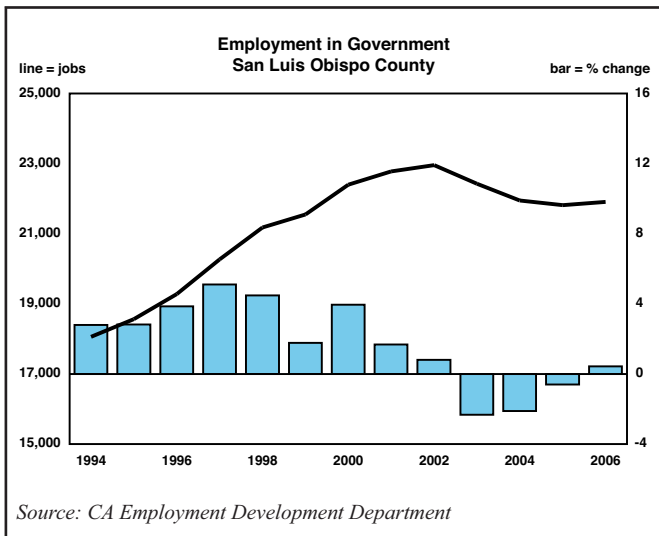
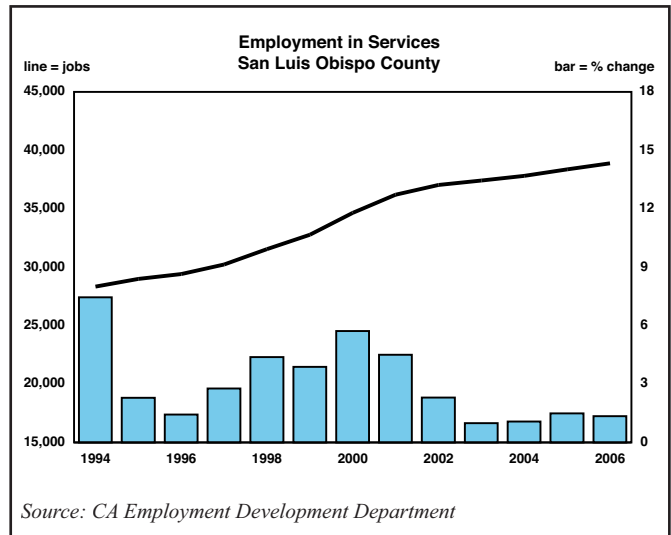
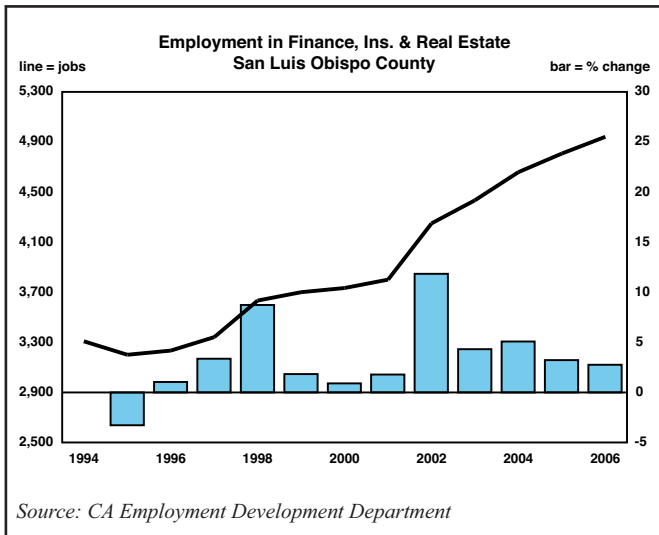
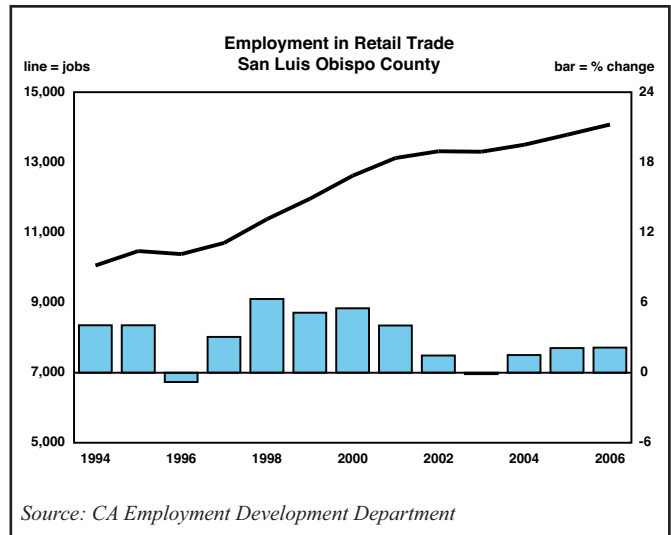
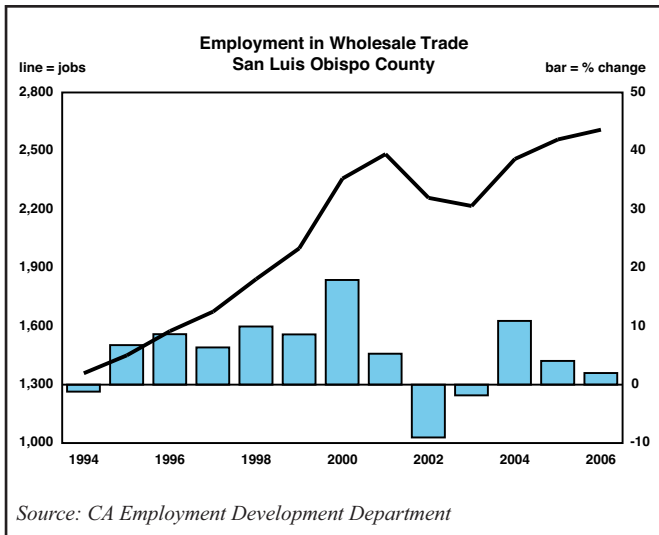
**Salary Growth by Sector
San Luis Obispo County**

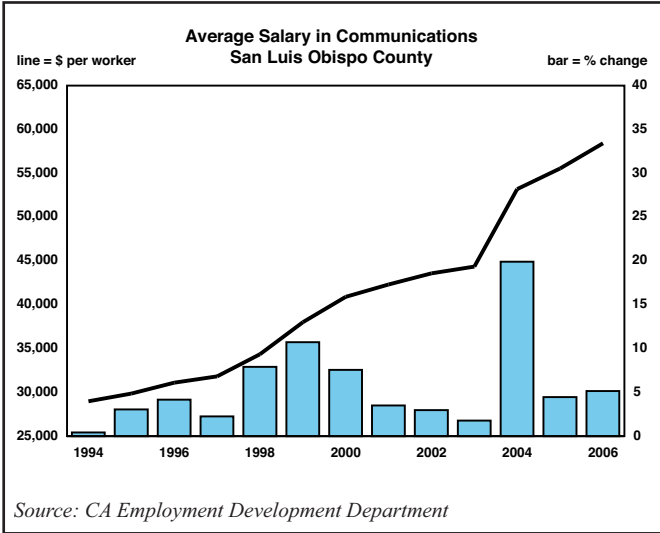
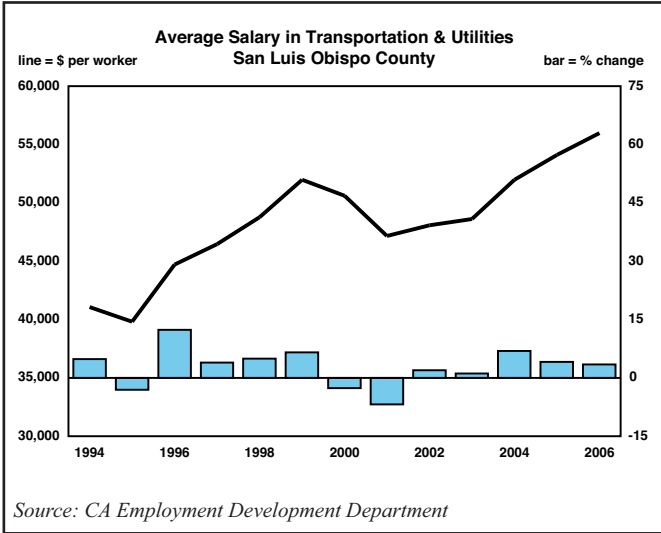
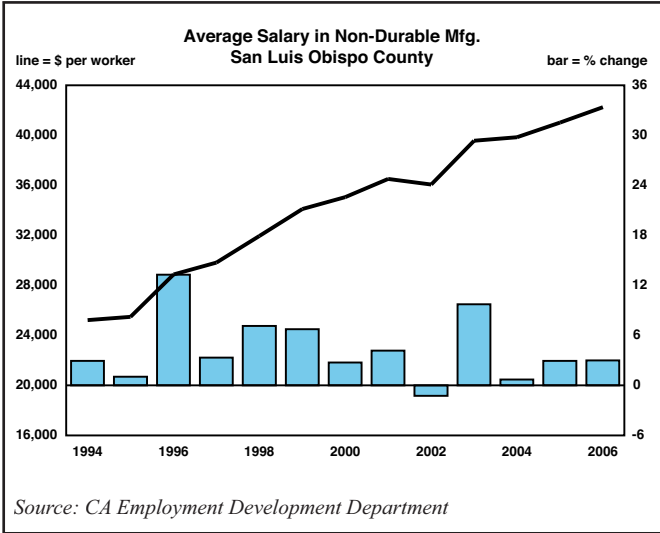
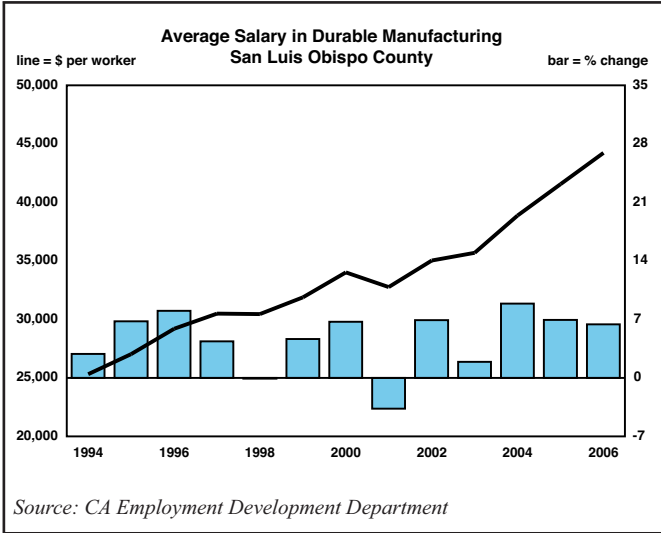
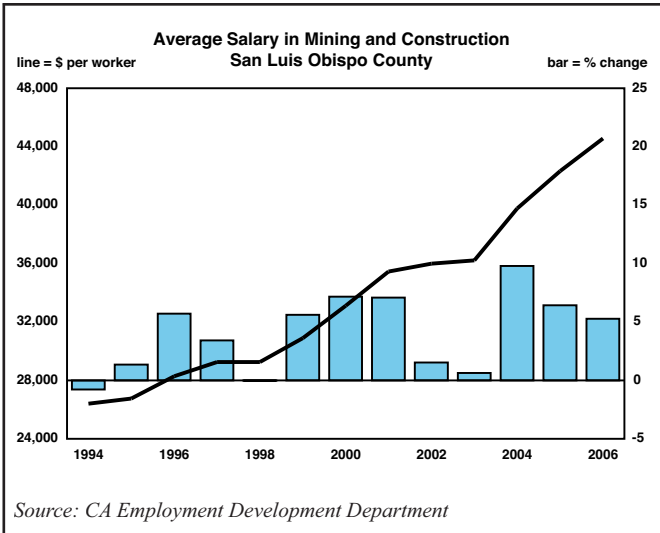
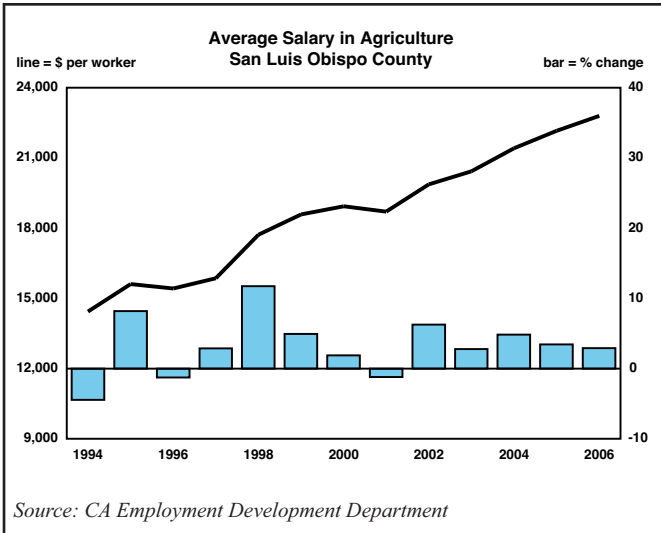
	Average Salary in 2005	Average Salary in 2006	Change in Average Salary	Percent Change
Sector				
Agriculture	22,154	22,798	644	2.9
Mining and Construction	42,325	44,557	2,231	5.3
Durable Manufacturing	41,564	44,228	2,664	6.4
Non-Durable Manufacturing	41,012	42,241	1,229	3.0
Transportation & Utilities	54,106	55,975	1,869	3.5
Communications	55,554	58,417	2,863	5.2
Wholesale Trade	39,014	40,695	1,681	4.3
Retail Trade	20,068	20,758	690	3.4
Finance, Ins. & Real Estate	42,209	43,625	1,416	3.4
Other Services	29,689	31,325	1,635	5.5
Government	39,066	40,565	1,498	3.8
Total, All Industries	32,597	33,991	1,395	4.3

Source: CA Employment Development Department

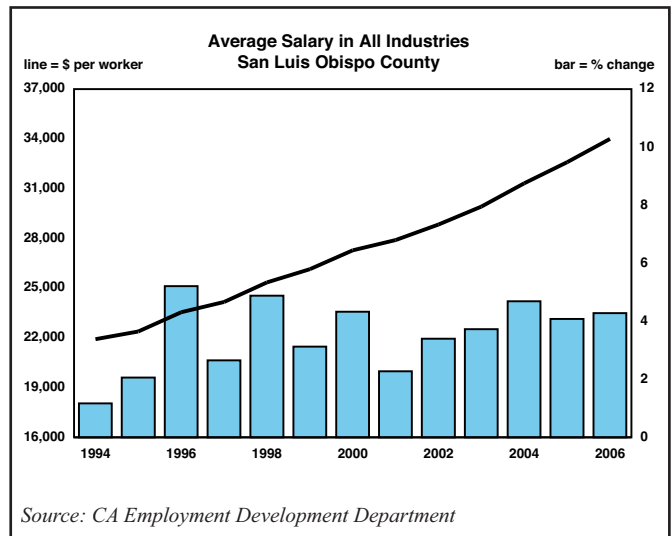
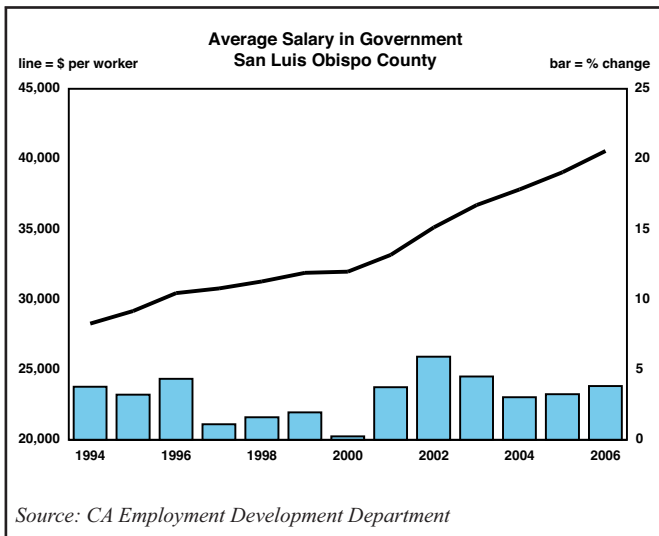
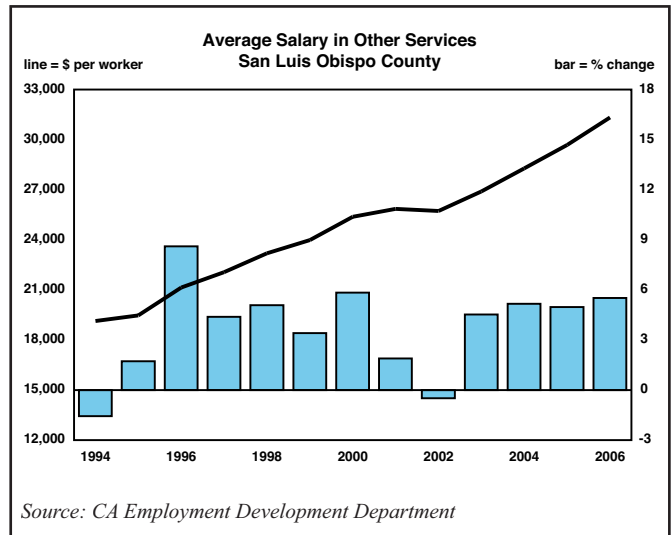
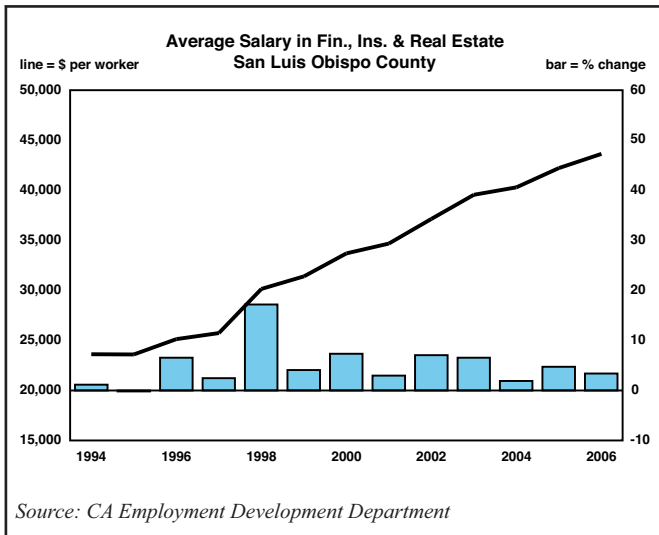
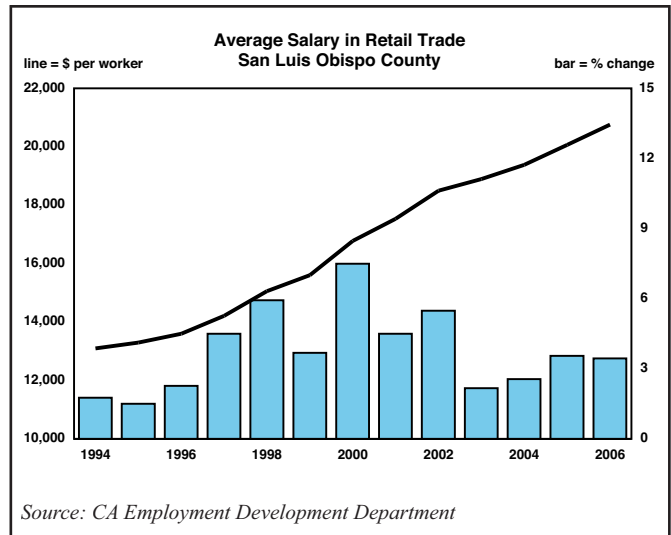
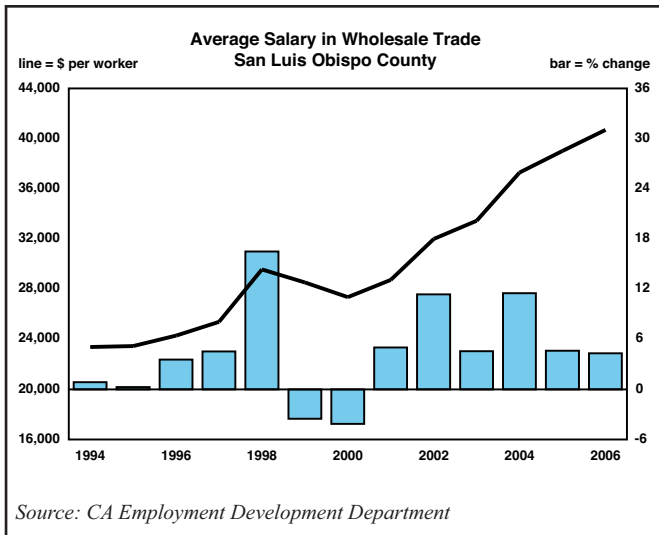


Employment and Salary





Employment and Salary



Employment by Industry Sector San Luis Obispo County

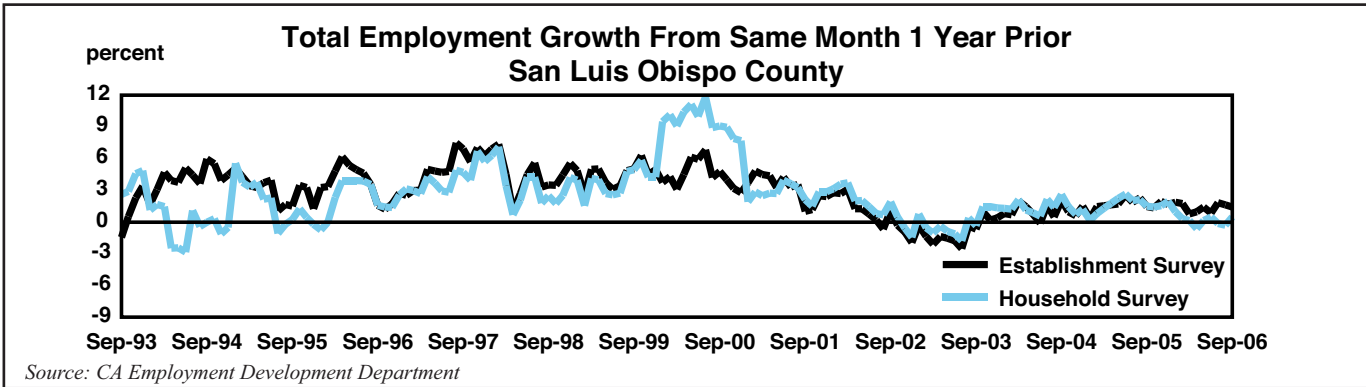
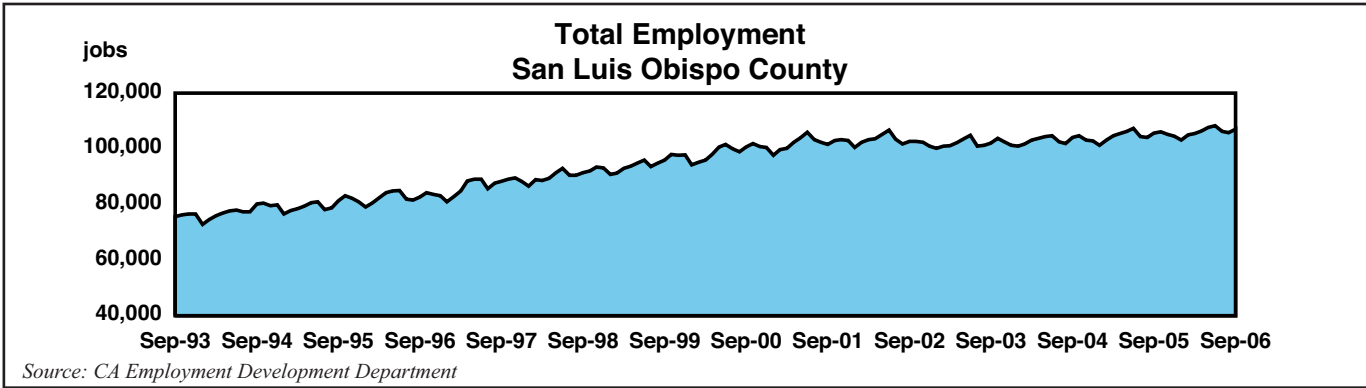
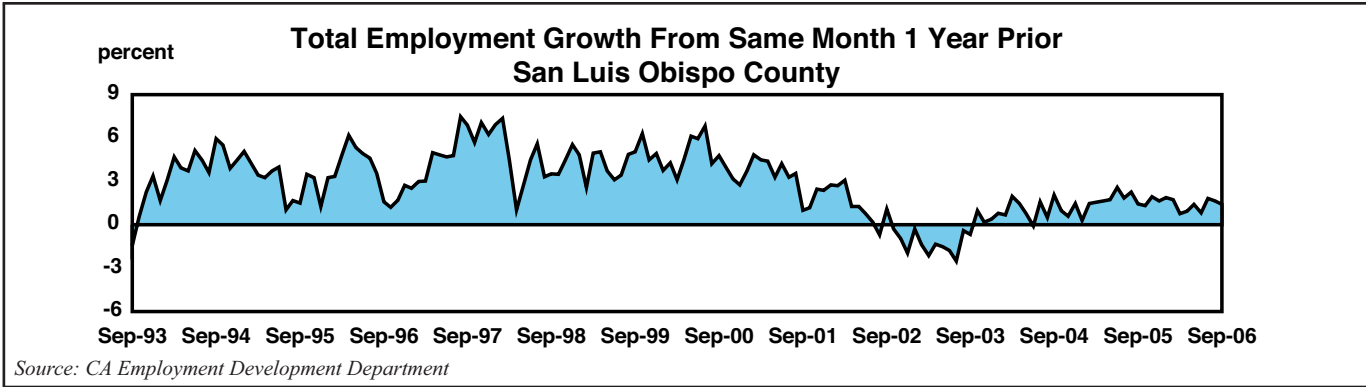
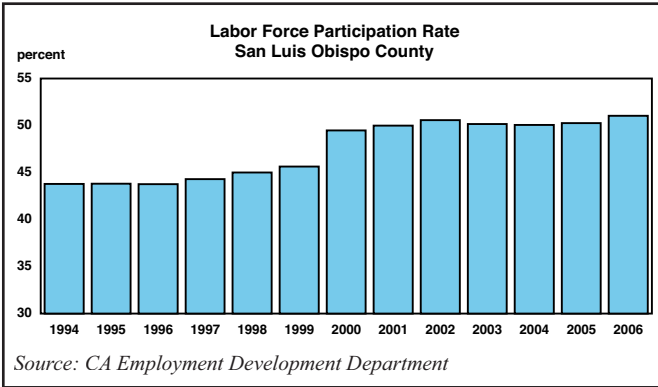
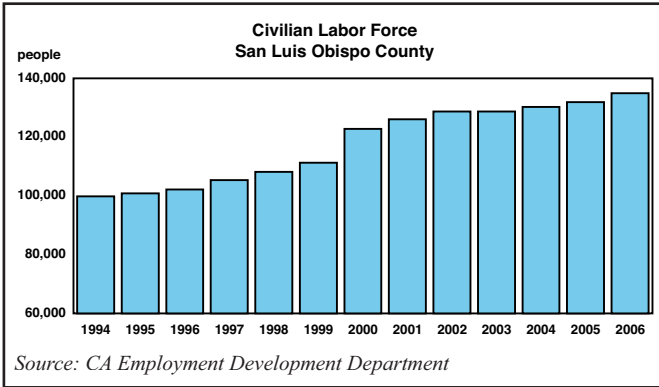
	1999	2000	2001	2002	2003	2004	2005	2006
Sector	Number of Jobs							
Agriculture	4,292	4,775	4,850	4,575	3,908	4,025	4,175	4,236
Mining and Construction	6,533	6,117	6,650	6,750	6,892	7,158	7,733	7,928
Durables Manufacturing	4,117	4,167	4,208	3,975	3,675	3,467	3,142	3,149
Computer and Electronic Mfg.	583	675	675	650	550	450	200	200
Nondurables Manufacturing	3,142	3,192	3,142	2,958	2,833	2,925	3,025	3,039
Transportation, Warehousing, and Utilities	3,142	3,150	3,183	3,342	3,542	3,675	3,667	3,723
Information	1,575	1,842	1,758	1,525	1,408	1,500	1,558	1,581
Wholesale Trade	2,000	2,358	2,483	2,258	2,217	2,458	2,558	2,609
Retail Trade	11,958	12,617	13,125	13,317	13,300	13,500	13,783	14,079
Finance, Insurance, & Real Estate	3,700	3,733	3,800	4,250	4,433	4,658	4,808	4,941
Real Estate and Related	1,617	1,608	1,575	1,717	1,817	2,033	2,175	2,143
All Other Services Sectors	32,775	34,650	36,208	37,042	37,408	37,808	38,371	38,888
Education and Health Services	8,508	8,667	9,642	10,000	10,342	10,525	10,800	10,887
Leisure and Hospitality Services	12,258	12,958	13,242	13,792	14,267	14,408	14,700	15,012
Sub-total, Private Industries	73,233	76,600	79,408	79,992	79,617	81,175	82,955	84,174
Public Sector	21,550	22,400	22,775	22,958	22,425	21,950	21,817	21,911
Total, All Industries	94,783	99,000	102,183	102,950	102,042	103,125	104,825	106,085
Addendum: Non-farm	90,492	94,225	97,333	98,375	98,133	99,100	100,654	101,849

Source: CA Employment Development Department, Current Employment Survey. Based on NAICS, contact us for more information.

Average Salary by Industry Sector San Luis Obispo County

	1999	2000	2001	2002	2003	2004	2005	2006
Sector	Dollars per Worker							
Agriculture	18,588	18,936	18,705	19,873	20,425	21,414	22,154	22,798
Mining and Construction	30,890	33,106	35,448	35,988	36,217	39,766	42,325	44,557
Durables Manufacturing	31,877	34,014	32,763	35,024	35,695	38,868	41,564	44,228
Computer and Electronic Mfg.	31,854	34,335	35,188	39,739	41,887	43,352	45,238	46,645
Nondurables Manufacturing	34,111	35,051	36,512	36,055	39,561	39,837	41,012	42,241
Transportation and Utilities	51,979	50,603	47,154	48,067	48,622	51,974	54,106	55,975
Communications	38,013	40,889	42,318	43,577	44,355	53,180	55,554	58,417
Wholesale Trade	28,528	27,352	28,722	31,990	33,447	37,295	39,014	40,695
Retail Trade	15,608	16,779	17,534	18,495	18,896	19,379	20,068	20,758
Finance, Insurance, & Real Estate	31,385	33,690	34,681	37,127	39,546	40,296	42,209	43,625
Real Estate and Related	21,839	23,688	28,118	28,658	30,537	31,830	32,663	32,894
All Other Services Sectors	23,980	25,378	25,856	25,728	26,891	28,282	29,689	31,325
Education and Health Services	32,390	34,084	34,313	34,307	35,456	36,996	37,217	37,296
Eating and Drinking	11,094	11,102	11,577	12,321	12,882	13,480	13,596	13,431
Accommodations	14,039	15,261	15,831	15,755	16,888	17,672	17,769	17,819
Sub-total, Private Industries	24,446	25,868	26,368	27,034	27,994	29,543	30,883	32,269
Public Sector	31,894	31,973	33,171	35,135	36,721	37,839	39,066	40,565
Total, All Industries	26,140	27,272	27,894	28,842	29,916	31,320	32,597	33,991
Addendum: Non-farm	26,604	27,819	28,376	29,315	30,308	31,729	33,035	34,462

Source: CA Employment Development Department, QCEW. Based on SIC through 2000, based on NASICS 2001-forward, contact us for more information.



**Average Employment per Firm
San Luis Obispo County**

jobs per firm	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
Agriculture	7	9	7	8	11	10	9	10	13	13	10	10	11
Mining	14	17	15	12	10	13	15	17	6	7	12	14	12
Construction	4	4	5	5	6	6	6	7	7	7	7	7	7
Durable Goods Manufacturing	20	20	19	20	22	22	21	21	21	19	18	16	16
Nondurable Goods Manufacturing	22	22	21	22	22	21	21	23	21	19	18	17	17
Transportation	18	17	16	10	11	10	10	11	14	13	13	13	13
Communications	16	16	13	15	18	17	18	24	17	12	12	12	13
Utilities	67	67	67	67	67	66	66	67	66	70	73	73	75
Wholesale Trade	8	8	8	8	9	8	8	10	10	9	8	9	9
Retail Trade	11	12	11	12	13	13	13	14	14	14	14	14	14
Finance, Insurance & Real Estate	6	6	6	6	7	7	7	6	7	7	7	7	7
Services	7	7	7	7	8	8	8	8	9	8	8	8	8
Public Sector	37	37	37	37	37	37	37	38	46	48	46	44	44
Total, All Sectors	11	11	10	11	12	12	12	12	13	12	12	12	12

Source: CA Employment Development Department

**Average Payroll per Firm
San Luis Obispo County**

dollars per firm	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
Agriculture	109,611	127,880	112,756	126,616	167,760	169,431	170,318	198,657	237,717	251,913	214,340	221,965	230,496
Mining	460,303	558,155	570,611	468,520	499,817	518,954	623,065	620,748	277,409	330,693	400,522	533,484	447,693
Construction	94,171	110,901	129,954	141,578	160,929	170,403	180,031	214,746	238,325	237,901	240,954	271,535	284,949
Durable Goods Manufacturing	501,420	505,264	512,072	588,606	666,205	672,999	675,177	711,227	671,968	667,093	639,561	623,972	615,930
Nondurable Goods Manufacturing	540,882	563,914	544,968	641,172	667,487	683,203	710,611	812,384	774,374	696,312	729,052	696,991	702,323
Transportation	441,833	420,529	385,363	273,200	287,006	283,349	302,757	329,758	388,488	396,476	412,852	441,419	460,073
Communications	466,239	472,550	379,097	454,884	561,993	574,300	681,718	981,081	723,252	538,591	524,333	646,984	704,302
Utilities	4,058,784	4,058,784	4,058,784	4,058,784	4,079,637	4,254,569	4,585,433	4,585,433	5,160,900	5,401,443	5,510,904	5,548,324	5,708,346
Wholesale Trade	184,042	186,187	179,902	197,437	226,152	245,397	238,814	280,704	278,623	280,575	270,071	318,785	327,880
Retail Trade	144,047	154,737	149,387	158,372	183,305	192,313	207,243	232,023	246,632	255,796	265,450	278,393	283,204
Finance, Insurance & Real Estate	141,815	140,787	131,904	147,419	174,480	200,310	210,578	209,107	235,743	253,771	267,429	273,700	282,966
Services	139,583	139,211	127,509	146,500	178,022	176,922	181,986	206,316	221,428	213,887	217,187	229,032	233,604
Public Sector	1,021,468	1,052,074	1,071,263	1,118,859	1,129,773	1,164,691	1,190,142	1,212,356	1,526,957	1,676,129	1,697,991	1,672,821	1,666,629
Total, All Sectors	230,353	242,238	230,504	253,235	293,438	297,192	305,284	338,020	354,781	355,300	356,958	371,874	377,411

Source: CA Employment Development Department

Number of Firms by Sector San Luis Obispo County

number of firms	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
Agriculture	534	512	546	560	549	587	599	571	398	406	384	392	382
Mining	15	15	10	9	13	12	11	10	9	10	10	10	13
Construction	818	749	804	765	743	838	902	894	965	1,006	1,006	1,032	1,045
Durable Goods Manufacturing	157	160	168	168	163	179	188	193	206	210	214	217	210
Nondurable Goods Manufacturing	116	122	142	150	148	148	153	154	178	180	180	191	200
Transportation	128	130	142	140	137	148	161	156	148	155	148	148	147
Communications	40	43	49	47	42	44	47	42	47	54	52	51	47
Utilities	24	27	24	25	29	30	29	29	19	18	17	20	18
Wholesale Trade	257	264	301	303	295	318	321	302	253	259	274	281	284
Retail Trade	1,493	1,475	1,612	1,578	1,527	1,630	1,695	1,548	1,591	1,646	1,650	1,628	1,635
Finance, Insurance & Real Estate	500	524	558	527	480	522	567	585	686	735	766	780	791
Services	2,412	2,515	2,863	2,805	2,497	2,746	2,864	2,783	2,988	3,192	3,334	3,385	3,379
Public Sector	469	485	506	525	552	569	578	591	495	481	484	497	498
Total, All Sectors	6,962	7,019	7,723	7,600	7,172	7,770	8,113	7,856	7,981	8,351	8,519	8,631	8,647

Source: CA Employment Development Department

San Luis Obispo County Employment by Sector Services Sector Detail Fourth Quarter 2005

Title	NAICS Code	Firms	Average Employment	Average Salary (Annualized)
Motion Picture and Sound Recording Industries	512	22	370	25,745
Internet Service Providers, Web Search Portals, and Data Processing Services	518	12	129	66,037
Professional, Scientific, and Technical Services	541	796	4,299	52,100
Administrative and Support Services	561	327	3,589	24,198
Educational Services	611	60	507	22,329
Ambulatory Health Care Services	621	524	4,262	55,409
Hospitals	622	6	1,965	46,450
Nursing and Residential Care Facilities	623	63	1,779	24,033
Social Assistance	624	116	1,856	23,355
Performing Arts, Spectator Sports, and Related Industries	711	33	179	27,592
Museums, Historical Sites, and Similar Institutions	712	6	16	20,390
Amusement, Gambling, and Recreation Industries	713	60	1,203	13,195
Accommodation	721	164	3,432	19,205
Food Services and Drinking Places	722	568	10,083	13,868
Repair and Maintenance	811	191	1,070	31,875
Personal and Laundry Services	812	111	534	17,387
Religious, Grantmaking, Civic, Professional, and Similar Organizations	813	126	2,101	16,808
Private Households	814	790	615	18,557
Totals		3,975	37,988	28,185

Source: CA Employment Development Department

High Technology Manufacturing San Luis Obispo County, 4th Quarter 2005

Title	NAICS Code	Firms	Average Employment	Average Salary (Annualized)
Electric Power Generation, Transmission and Distri	2211	1	***	***
Pharmaceutical and Medicine Manufacturing	3254	6	90	\$49,724
Other Chemical Product and Preparation Manufacturi	3259	1	***	***
Other Fabricated Metal Product Manufacturing	3329	4	23	\$44,384
Industrial Machinery Manufacturing	3332	7	178	\$49,613
Commercial and Service Industry Machinery Manufac	3333	4	54	\$38,416
Computer and Peripheral Equipment Manufacturing	3341	4	64	\$72,662
Communications Equipment Manufacturing	3342	2	***	***
Semiconductor and Other Electronic Component Manuf	3344	4	21	\$28,806
Navigational, Measuring, Electromedical, and Contr	3345	7	80	\$75,855
Aerospace Product and Parts Manufacturing	3364	2	***	***
Medical Equipment and Supplies Manufacturing	3391	15	100	\$35,540
Software Publishers	5112	11	106	\$60,782
Wired Telecommunications Carriers	5171	7	18	\$53,109
Wireless Telecommunications Carriers (except Satel	5172	10	122	\$67,832
Telecommunications Resellers	5173	13	164	\$73,184
Satellite Telecommunications	5174	1	***	***
Internet Service Providers and Web Search Portals	5181	8	114	\$71,016
Data Processing, Hosting, and Related Services	5182	4	15	\$27,330
Architectural, Engineering, and Related Services	5413	153	1,325	\$58,789
Computer Systems Design and Related Services	5415	68	414	\$50,972
Management, Scientific, and Technical Consulting S	5416	150	546	\$52,081
Scientific Research and Development Services	5417	27	262	\$46,454
Electronic and Precision Equipment Repair and Main	8112	7	15	\$30,812
Totals		516	3,711	\$55,928

Source: CA Employment Development Department

**Top Employers - San Luis Obispo County
November 2006**

Rank	Company Name	Location	Industry	Jobs	Date of Jobs Count
1	Cal Poly San Luis Obispo	San Luis Obispo	Public Education	2,677	Nov-06
2	County of San Luis Obispo	San Luis Obispo	Public Administration	2,546	Oct-06
3	Atascadero State Hospital	Atascadero	Public Administration	2,155	Oct-06
4	California Men's Colony	San Luis Obispo	Public Administration	1,800	Oct-06
4	Pacific Gas & Electric Company	Countywide	Utilities	1,800	May-06
6	Cal Poly Foundation	San Luis Obispo	Other Services	1,400	Oct-06
7	Lucia Mar Unified School District	Arroyo Grande	Public Education	1,042	Oct-06
8	Cuesta College	San Luis Obispo	Public Education	830	Oct-06
9	San Luis Coastal Unified School District	San Luis Obispo	Public Education	821	Oct-06
10	Paso Robles Public Schools	Paso Robles	Public Education	803	Oct-06
11	Albertson's Stores	Countywide	Retail Trade	750	Oct-06
12	Sierra Vista Regional Medical Center	San Luis Obispo	Health Care and Social Assistance	735	May-06
13	Vons	Countywide	Retail Trade	664	May-06
14	Atascadero Unified School District	Atascadero	Public Education	624	Oct-06
15	United Staffing	Pismo Beach	Administrative Support and Waste Management	600	May-06
16	Wal-Mart	Countywide	Retail Trade	596	May-06
17	City of San Luis Obispo	San Luis Obispo	Public Administration	557	Oct-06
18	French Hospital	San Luis Obispo	Health Care and Social Assistance	492	May-06
19	California Department of Transportation	Countywide	Public Administration	476	Oct-06
20	Mid-State Bank & Trust	Countywide	Finance/Insurance	466	May-06
21	Twin Cities Community Hospital	Templeton	Health Care and Social Assistance	454	May-06
22	County Superintendent of Schools	San Luis Obispo	Public Education	430	Oct-06
23	F. McIntock's Saloon & Dining	Pismo Beach	Accommodation and Food Services	420	May-06
24	Arroyo Grande Community Hospital	Arroyo Grande	Health Care and Social Assistance	410	May-06
25	Economic Opportunity Commission	San Luis Obispo	Other Services	395	May-06
26	Home Depot	Countywide	Retail Trade	370	May-06
27	California State Parks - San Simeon District	San Simeon	Public Administration	361	Oct-06
28	Templeton Unified School District	Templeton	Public Education	310	Oct-06
29	Cliffs at Shell Beach, The	Shell Beach	Accommodation and Food Services	290	Oct-06
30	California Youth Authority	Paso Robles	Public Administration	276	Oct-06
31	California Department of Forestry	Camp San Luis Obispo	Public Administration	273	Oct-06
32	Community Health Centers of the Central Coast	Nipomo	Health Care and Social Assistance	263	May-06
33	Joslyn Sunbank Company	Paso Robles	Durables Manufacturing	250	May-06
34	Food 4 Less	Countywide	Retail Trade	245	May-06
35	San Luis Obispo County Tribune	San Luis Obispo	Information & Communications	240	May-06

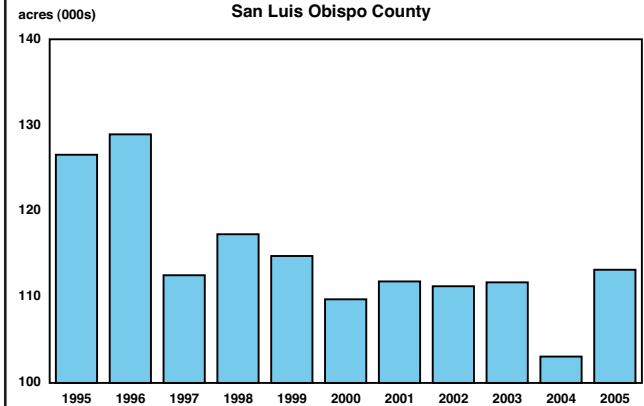
Source: UCSB Economic Forecast Project
Note: Includes both full and part-time employees.

San Luis Obispo County Leading Agriculture Production by Dollars

Crop	2005 ranking	Dollar Amount	2004 ranking
Grapes, Wine	1	\$194,373,000	1
Cattle and Calves	2	\$53,071,000	2
Broccoli	3	\$50,062,000	3
Vegetable Transplants	4	\$30,178,000	4
Strawberries	5	\$29,367,000	8
Cut Flowers	6	\$28,240,000	6
Indoor Decorative	7	\$25,168,000	9
Lettuce, Head	8	\$23,178,000	5
Oriental Vegetables	9	\$15,741,000	14
Lettuce, Leaf	10	\$14,755,000	12
Cauliflower	11	\$11,949,000	11
Grazed Rangeland	12	\$10,250,000	13
Outdoor Ornamentals	13	\$8,638,000	16
Bell Peppers	14	\$7,920,000	10
Avocados	15	\$7,538,000	7
Celery	16	\$7,342,000	17
Cabbage	17	\$7,296,000	19
Bedding, Sod and Ground Cover	18	\$5,842,000	15
Spinach	19	\$3,532,000	18
Grain Hay	20	\$2,606,000	NA

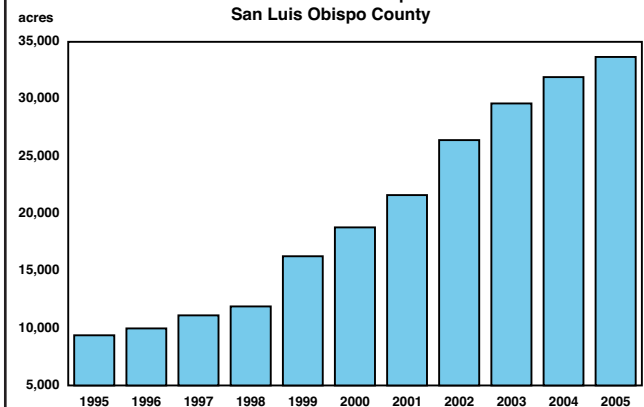
Source: San Luis Obispo County Agricultural Commissioner

Total Harvested Acres San Luis Obispo County



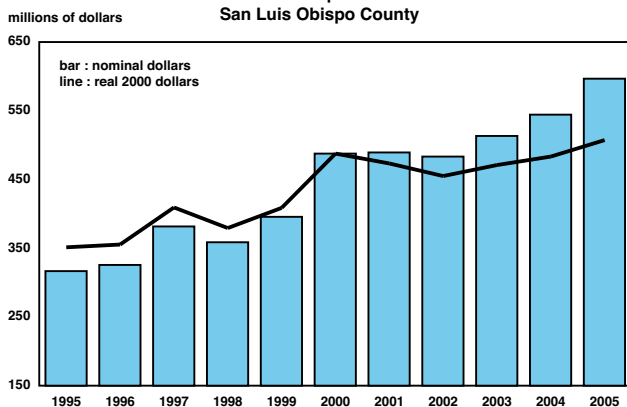
Source: San Luis Obispo County Agricultural Commissioner

Total Harvested Wine Grape Acres San Luis Obispo County



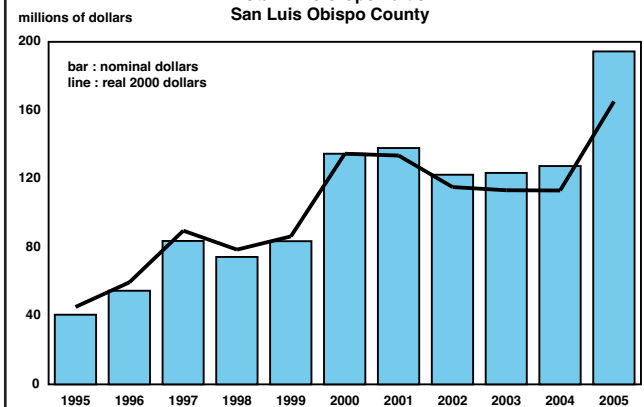
Source: San Luis Obispo County Agricultural Commissioner

Total Crop Value San Luis Obispo County



Source: San Luis Obispo County Agricultural Commissioner

Total Wine Grape Value San Luis Obispo County



Source: San Luis Obispo County Agricultural Commissioner

Agriculture - Statistical Summary San Luis Obispo County

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
Total Crop Value (\$Millions)	325.8	381.8	358.8	395.5	487.7	489.4	483.4	513.4	544.4	596.8
percent change	2.8	17.2	-6.0	10.2	23.3	0.4	-1.2	6.2	6.0	9.6
Real Total Crop Value (2000 \$Millions)	355.2	409.4	379.3	408.6	487.7	473.5	455.0	471.1	483.4	507.2
percent change	1.1	15.3	-7.3	7.7	19.4	-2.9	-3.9	3.5	2.6	4.9
Total Agricultural Acreage (000s of acres)	1,231.1	1,203.4	1,206.8	1,195.2	1,176.2	1,179.5	1,173.8	1,176.7	1,152.0	1,164.5
Total Harvested Acreage (000s of acres)	128.9	112.5	117.3	114.8	109.7	111.8	111.3	111.7	103.1	113.2
Pasture Acreage (000s of acres)	1,102.2	1,090.9	1,089.5	1,080.4	1,066.5	1,067.7	1,062.5	1,065.0	1,048.9	1,051.3
Earnings per Harvested Acre (\$)	2,527	3,393	3,059	3,446	4,444	4,377	4,344	4,596	5,282	5,273
Real Earnings per Harvested Acre (2000 \$)	2,755	3,638	3,234	3,560	4,444	4,234	4,090	4,217	4,690	4,482
Employment in Agriculture (Jobs)	3,900	4,842	4,617	4,292	4,775	4,850	4,575	3,908	4,025	4,175
Average Salary in Agriculture (\$ per worker)	15,416	15,856	17,716	18,588	18,936	18,705	19,873	20,425	21,414	22,154
Number of Farm Proprietors	2,259	2,325	2,417	2,403	2,369	2,184	2,182	2,098	2,059	2,042
Farm Proprietor Income (\$Millions)	36.1	75.2	51.5	62.2	94.4	44.8	63.1	112.0	99.6	105.0

Source: San Luis Obispo County Agricultural Commissioner, CA Employment Development Department, CA Department of Finance, UCSB Economic Forecast Project

District 8* Total Grape Production and Average Wine Grape Prices

Grape Variety	2005 Tons of Grapes Crushed	2005 Tons of Grapes Purchased	2005 Average Price (dollars per ton)	2004 Average Price (dollars per ton)	Percentage Change
Chardonnay	82,660	24,799	1,215	1,278	-4.9
Sauvignon Blanc	8,281	6,004	847	918	-7.8
Others	14,858	7,359			
Total White	105,798	38,162	1,137	1,176	-3.3
Cabernet Sauvignon	66,947	48,490	833	925	-9.9
Merlot	32,005	23,759	960	1,019	-5.8
Pinot Noir	15,576	7,988	2,351	2,273	+3.4
Syrah	22,574	14,781	1,035	1,122	-7.7
Zinfandel	15,993	12,835	701	683	+2.7
Others	18,521	12,833			
Total Red	171,615	120,686	977	1,043	-6.3
Total White & Red	277,413	158,847	1,015	1,074	-5.4

Source: California Agricultural Statistics Service
*District 8 includes Santa Barbara, Ventura, and San Luis Obispo Counties.