

**Fresno County**

**Small Farm**

**Resource Directory**

(HMONG translation)

**Phau ntawv qhia txog cov Koom Haum uas ua laj ua kam pab zej  
zog txog kev ua liaj ua teb, thiab qhia cov tib neeg ua liaj ua teb mus  
cuag kev pab nyob nroog Fresno.**



**A Publication of the Small Farm Resource Network**  
University of California Cooperative Extension  
1720 S. Maple Ave.  
Fresno, CA 93702  
559-456-7555

**Phau ntawv nov tau muaj kev pab los ntawm cov tib neeg muaj npe  
li nram nov thiab cov Koom Haum tau muab kev pab txhawb cov  
“Small Farm Resource Network”**

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\*\* The use of trade and agency/business names is for information purposes only.  
No endorsement is intended or implied by the authors or organizations of this directory. The directory is an  
evolving document and appropriate updates will be made as needed.

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**June 1999**

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS,  
U.S. Department of Agriculture, University of California and Fresno County Cooperating

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Muaj tej yam nyob rau hauv phau ntawv no yuav qhia txog (1) cov hoob kas laj thab npas (2) tej Koom Haum ua laj kam pab tej zej zog. Kuj yuav muaj tej lub Koom Haum tseem tsis tau muaj npe nyob hauv phau ntawv nov. Peb mam muab cov npe nej xa tuaj ntxiv rau hauv phau ntawv yog nej sau ntawv tuaj qhia.

Ntawm xya (7) yam kev qhia raws li nram qab no yog nyias muaj nyias ib yam qhia xws li kev muag khoom ua lag luam - nws kuj muaj li enforcement, inspection, cooperative, packing houses thiab lwm yam lag luam txog liaj teb.

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## **Fresno County Agriculture - # 1 for 46 years**

Nroog Central valley yog lub nruab nrog ntawm kev ua liaj ua teb. Muaj li (8) yim lub nroog ntawm 15 lub muaj npe nrov txog kev ua liaj ua teb yog nyob rau hauv Central Valley lub loom tiaj hauv no. Lub loom tiaj no yog pib hauv lub San Joaquin mus txog rau Kern county, nws tsis yog muaj npe nrov hauv California xwb tab sis nws nrov thoob qab ntuj hais txog kev ua liaj ua teb. Vim nws muaj cov tib neeg ua liaj ua teb coob, ua lag ua luam loj, muaj kev kawm txog ua liaj teb, ua vaj ua tsev thiab tseem muaj ntau yam ntxiv. Tsis tas li xwb nws tseem zoo cog qoob loo ntau ntau yam vim thaj chaw no ua qoob loo zoo heev.

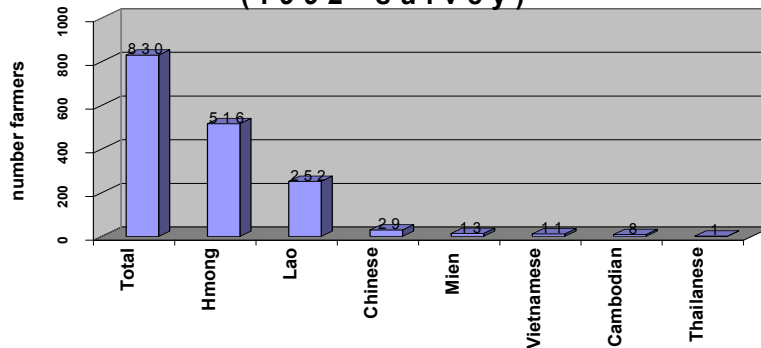
***“FRESNO” is Spanish for ‘Ash Tree’, which was a native specie to the area.*** Lo lus Mev txhais tau hais tias “Tsob Ntoo Ua Tshauv”, vim yog thaum ub Mev nyob ces thiaj tau muab tis npe li no. Nyob lub nroog Fresno no yeej muaj ntau yam neeg los nyob sib txuam pes daws, nws muaj tshaj li 90 hom neeg nyias nyiam coj li nyias kev nyias cai coj raws nyias culture.

Nroog Fresno muaj ntau tshaj li 7,500 leej tib neeg cog qoob loo hos muaj tshaj li ib (1) million acres teb thiab tsis tas li ntawv cov nyiaj uas tau ua los ntawm cov tib neeg ua liaj ua teb los yog tshaj li peb (3) billions nyiaj (dollars). Thiab tsis tas li xwb nws tseem yog lub nroog county thib ib nyob hauv California nov. Hauv no nws muaj tshaj li 71% cov liaj teb yog uas sawvdaws ua luag hu hais tias “Small Farm” raws li hauv USDA tau muab xyuas los mas yog txhua tus tib neeg uas ua teb es nws khwv tau txij li \$250,000 (dollars) rov los ces yeej yog Small Farms tag nrho. Tsis tas li xwb txhua tus tswv teb yog nws siv nws tsev neeg los sib pab ua teb xwb los yeej yog small farm tib yam nkaus. Cov tib neeg ua liaj ua teb no ib nrab yog cov tib neeg (minority), cov coob ntawm lwm pawg tib neeg yog cov neeg (Asian) thiab cov (Hispanic) mev. Cov coob ntawm pawg (Asia) yog cov Hmoob nyob teb chaws los tsuas tuaj.

**EXAMPLES OF SPECIALTY CROPS**

<u>CROP</u>	<u>ACRES</u>	<u># FARMERS</u>		<u>CROP</u>	<u>ACRES</u>	<u># FARMERS</u>
Artichoke	19	2		Moqua	86	47
Basil	44	6		Opo	37	16
Long bean	151	95		Parsley	576	7
Bok Choy	66	29		Sugar pea	160	51
Ch Cabbage	91	5		Pumpkin	103	21
Cilantro	188	5		Sinqua	46	40
Cucumber	445	56		Summer squash	776	92
Doan Gwa	15	3		Swiss chard	26	3
Gailon	195	61		Cherry tomato	144	68
Lemongrass	38	15		You Choy	30	13

**SE Asian Farmers In Fresno County  
(1992 survey)**

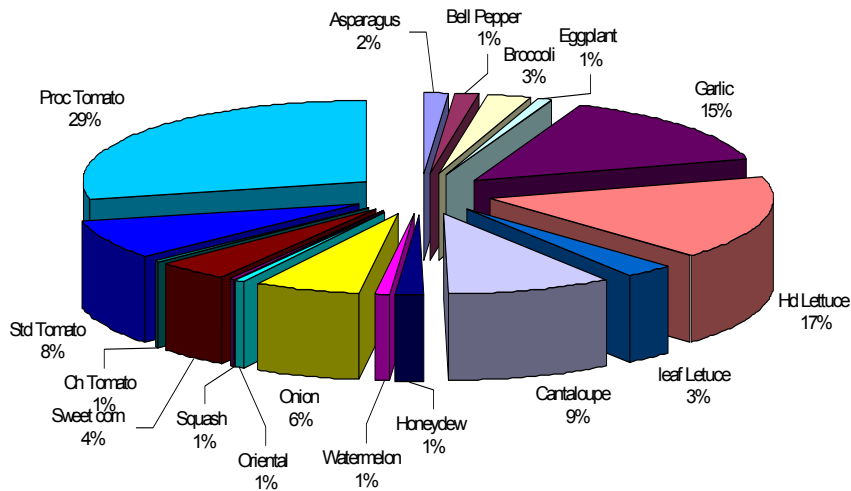


(Moses Church) yog ib tug tib neeg muaj keeb kwm zoo vim nws yog thawj tug uas tsim tau tus ciav dej tso dej los rau tej liaj teb uas luag tau muab tis npe hu ua “Church Ditches”. (Frances Eisen) yog ib tug neeg ua teb cog txiv (Grape) nws txawm cia cov txiv Grape ntawv qhuav tag saum cov hmab thaum xyoo 1875, tiam sis tom qab ntawv thiaj li muaj cov txiv Grape “Raisin” uas luag muab qha qhuav lawm coj los noj. Tej tib neeg yav thaum ub xws li (A.Y. Easterby) thiab (Clovis Cole) lawv cov nov los kuj yog thawj tug cog noob qoob los yug tsiaj txhu, thiab nws tseem yog tus uas ua tau tshav nyuj loj tshaj plaws. Hais txog cov txiv kab ntxwv mas yav thaum ub yog cog los ntawm yawg (Gabriel Moore) thiab nws tsev neeg nyob zos Centerville xyoo 1866, yav thauv lawv yog neeg ua qhev xwb. Thiab tsis tas li lo lawv tseem yog thawj tug uas cog cov txiv apple thiab cov txiv cev (fig) thaum lub caij ntawv. [Cov lus uas hais tas los nov yog muab tawm hauv Fresno Historical Society los]

Niaj hnuv no nyob California nroog Fresno tseem yog lub nroog thib ib ntawm kev ua liaj ua teb, ua khoom noj khoom haus xws li cov txiv (Grapes), paj rwb, txiv lws suav, txiv duaj, pob kws, dib, txiv mom coos, txiv (persimmons), thiab tej zaub mus rau txhua hom qoob loo, tseem muaj tej tsiaj xws li nyuj, qaib, qaib cov txwv, tej yaj thiab tshis mus rau lwm yam tsiaj. (1998 Ag Commissioners report, summary) (\*1997).

**Vegetable Crop Production (value) 1998**

**\*Fresno County Ag Commissioner**



# 1. Marketing (muag khoom ua lag luam)

This section includes:

- |                       |                       |
|-----------------------|-----------------------|
| A. Market enforcement | F. Terminal markets   |
| B. Market inspection  | G. Market information |
| C. Market news        | H. Packing houses     |
| D. Farmers markets    | I. Cooperatives       |
| E. Wholesale markets  | J. Commodity boards   |

**A. Market Enforcement** - Thaum yus muaj teeb meem txog kev muag qoob loo es yus muaj kev tsis txaus siab lawm, nco ntsoov yus yuav tau tham yam yus tsis txaus siab ntawv nrog luag ua ntej yus yuav mus foob luag. Vim kev sib hais nov yuav siv sij hawm ntev heev li.

- Governmental

California Department of Agriculture  
Market Enforcement  
1683 N. Helm Ave.  
Fresno  
452-9831  
www.cdfa.ca.gov

Perishable Agricultural Commodity Act  
PACA – USDA AMS  
Tucson Federal Bldg Room 7x  
300 W. Congress St. box FB30  
Tucson, AZ 85701-1319  
520-670-4793  
www.ams.usda.gov

- Other

Small Claims Court  
733 N. Van Ness Ave.  
Fresno  
266-1204

KJEO-TV channel 47-On Your Side  
4880 N 1st  
Fresno  
222-2411

Hmong American Community  
1044 Fulton Mall  
Fresno  
237-4919

Fresno County Farm Bureau  
1274 W. Hedges Ave.  
Fresno  
237-0263

Cultural Ethnic Small Farm Development  
1717 Minnewawa Ave.  
Fresno 93727  
456-2218

Farmers Advocacy Group  
Lisle Babcock  
Porterville  
535-4249

**B. Market Inspection** - Muaj ntau yam txiv hmab txiv ntoo luag yuav kom muaj (standard), piv xam li kom tsis muaj cov loj thiab me sib xyaws, yuav tsum loj sib luag zos

xwb. Cov cai tswj no hauv (State thiab Federal Government) cov hoob kas nom tswv no ua tus tswj. Muaj qee lub koom haum lawv txoj cai tswj cov (standard) nov tseem nruj tshaj lawm thiab yog li txhua leej yuav tsum tau ua raws nraim li lawv tau hais tseg.

- Governmental

California Department of Food  
and Agriculture  
Agriculture Commissioner  
1730 S. Maple Ave.  
Fresno  
456-7510

California Department of Food &  
Agriculture (CDFA) -Standardization  
1220 N Street  
Sacramento, CA 95814  
916-654-0466  
www.cdfa.ca.gov

California Department Food & Agriculture  
Market Enforcement  
1683 N. Helm Ave.  
Fresno  
452-9831

### C. Market News -

- Governmental

USDA-Agricultural Marketing Service  
Market News (AMS)  
2202 Monterey St., Suite 104-A  
Fresno  
487-5178

### D. Farmers Markets – web site [www.farmersmarket.ucdavis.edu](http://www.farmersmarket.ucdavis.edu) or [www.ams.usda.gov](http://www.ams.usda.gov)

- Private industry/non profit

**City:** Clovis  
**Location:** Pollasky & 5<sup>th</sup>  
**Day/time:** Fri. 5P-9P May-Sept  
**Phone:** 298-5774

**City:** Coalinga  
**Location:** 309 E. Polk  
**Day/time:** Tues. 6P-9P, May-Sept  
**Phone:** 935-0610

**City:** Fresno  
**Location:** W. Shaw & Blackstone  
**Day/time:** Sat 6A-12P , Wed 2P-6P  
**Phone:** 222-0182

**City:** Reedley  
**Location:** G & 11th  
**Day/time:** Fri. 4:30P-7:30P May-Aug  
**Phone:** 638-5484

Kuj muaj ntaub ntawv qhia txog cov (Farmers Markets) nyob thoob plaws hauv California no yog nyob hauv UC Davis Small Farm Program Website  
<http://www.sfc.ucdavis.edu>

## **E. Wholesale Markets -**

- Private industry

Oakland Wholesale Market  
Franklin Street  
Oakland 94607  
510-832-8839

San Francisco Wholesale Flower Market  
644 Brannon Street  
San Francisco 94107  
415-781-8410

San Francisco Wholesale Market  
2095 Jerrold Ave.  
San Francisco 94124  
415-550-4495  
[www.sfproduce.org](http://www.sfproduce.org)

## **F. Terminal Markets –**

- Private industry

Golden Gate Produce Terminal  
131 Terminal Court  
South San Francisco 94080

L.A Terminal Market  
1057 S. San Pedro St.  
Los Angeles 90015

## **G. Market Information –**

- Governmental

USDA Agricultural Marketing Service  
2202 Monterey St.  
Fresno 93721  
487-5178

California State University  
Center for Agricultural Business  
2910 E. Barstow Ave.  
Fresno  
278-4405

USDA Foreign Ag Service  
917 7<sup>th</sup> St.  
Sacramento 95714  
916-447-9827

City College  
Export Center  
390 W. Fir  
Clovis 93611  
324-6444

- Private Industry

The Packer  
PO Box 2939  
Shawnee Mission, KS 66201  
800-255-5113

Blue Book  
845 E. Geneva Rd  
Carol Stream, IL 60188  
630-668-3500  
[www.bluebookprco.com](http://www.bluebookprco.com)



Red Book  
Vance Publishing  
PO Box 2939  
www.thepacker.com

UC Cooperative Extension  
1720 S. Maple  
Fresno  
456-7555

## **H. Packing Houses (vegetable) –**

Nat Feinn & Son  
920 S. Topeka Ave.  
Fresno  
268-7848

Sunnyside Packing Co.  
3200 S. Highland Ave.  
Selma  
896-7200

Cherta Farm  
951 “H” St.  
Fresno  
442-1704

World Farms  
5118 E. Vine Ave.  
Fresno  
268-8828

S.K Produce  
2481 N. Sunnyside Ave.  
Fresno  
292-5675

O.K Produce  
1762 “G” St.  
Fresno  
445-8600

Baloian Packing Co.  
324 N. Fruit Ave.  
Fresno  
485-9200

Sarabian Farm Packing Co.  
2816 S Leonard  
Sanger 93657  
493-2900

PK Produce  
1875 S. Temperance Ave.  
486-0822

## **I. Agriculture Marketing Cooperatives –**

### ● Governmental

Center for Cooperatives  
University of California  
Davis, CA 95616  
530-752-2408

UC Cooperative Extension  
1720 S Maple Ave.  
Fresno  
456-7555

● Private Industry/Non profit

Hmong American Cooperative  
1044 Fulton Mall  
Fresno  
237-4919

Fresno County Farm Bureau  
1274 W. Hedges Ave.  
Fresno  
237-0263

California Highlander Cooperative  
PO Box 8529  
Fresno 93747  
485-6648

Cultural Ethnic Small Farm Development  
1717 Minnewawa Ave.  
Fresno 93727  
456-2218

## **2. Technical Assistance (Nrhiav kev los pab)**

This section includes:

- |                             |                        |
|-----------------------------|------------------------|
| A. Pest Controls/Fertilizer | H. Irrigation          |
| B. Soil Preparation         | I. Pest ID             |
| C. Vegetable Seeds          | J. Crop Growing        |
| D. Greenhouse Nurseries     | K. Laws and Policies   |
| E. Soil/Plant testing       | L. Education           |
| F. Equipment                | M. Harvest/Postharvest |
| G. Organic Farming          |                        |

### **A. Pest Controls/ Fertilizers –**

● Governmental

Fertilizer Research & Education  
1220 N. Street  
Sacramento, CA 95814  
916-322-6832

USDA - Agricultural Research Service  
Water Management Research Laboratory  
2021 S. Peach Ave.  
Fresno  
453-3107

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno 93702  
456-7555

● Private Industry

Cal Farm Fertilizer Inc.  
2611 E. Church Ave.  
Fresno  
497-0364

Central Supply Co.  
530 Van Ness Ave.  
Fresno  
268-4765

Fisco Farm & Home Store  
5666 E. Kings Canyon Rd.  
Fresno  
454-0994

Sanger Nursery  
PO Box 125  
Sanger 93657  
875-5582

United Ag Products  
3173 S. Chestnut Ave.  
Fresno  
487-1516

Britz Fertilizer Inc.  
3265 W. Figarden Dr.  
Fresno  
448-8000

Earthwise Organics  
6943 N. Golden State Why  
Fresno  
93794

Best Sulfur Product  
5427 E. Central Ave.  
Fresno  
485-0114

Fresno Grape Stake  
2838 S. Elm Ave.  
Fresno  
237-3922

Monterey Chemical Co.  
3654 S. Willow Ave.  
Fresno  
499-2100

Sierra Ag Products  
2749 E. Malaga Ave.  
Fresno  
233-0585

Wilbur Ellis Co.  
2903 S. Cedar Ave.  
Fresno  
444-2617

Western Farm Service  
210 N. Thorne Ave.  
Fresno 93706  
800-543-8564

New Era Farm Service  
23004 Road 140  
Tulare  
686-3833

(beneficial organisms)

Bio Ag Services  
Muscat Ave.  
Between Brawley/Blythe  
268-2835

Integrated Pest Management Serv  
PO Box 989  
Fresno 93714  
456-0990

**B. Soil Preparation** – Nrhiav kev pab los ntawm cov hoob kas laj thab npas kev kho av thiab lwm lub koom haum hais txog kev meem cov av kom tus.

● Governmental

USDA - Natural Resource  
Conservation Service (NRCS)  
4974 E. Clinton Way  
Fresno  
252-2191

● Private industry

Tony's Tractor Service  
1118 S. Ila Ave.  
Fresno 93706  
486-5955

Agristruction  
8135 E. Dinuba Ave.  
Selma  
896-7500

Hollingsworth Farming  
2581 N. Grantland  
Fresno  
275-1700

Laser Leveling by George  
Fresno  
591-8393  
cellular 779-4440

**C. Vegetable Seeds** –

● Private Industry

Champion Seed Co.  
4630 W. Jennifer Ave.  
Fresno  
275-1101

Yosemite Seed Co.  
1665 "E" St.  
Fresno  
233-7333

Germain's Seed Co.  
PO Box 12447  
E. Jensen and Chestnut  
Fresno 93777  
233-8823

Cal Farm  
2611 E Church Ave.  
Fresno 93706  
497-0364

Central Valley Seeds  
1881 S. Leonard Ave.  
Sanger  
233-9076

## **D. Greenhouse Nurseries –**

### ● Private Industry

L&P Nursery  
3636 N. Grantland Ave.  
Fresno  
275-2635  
Mazzei Nursery  
308 E. Jensen Ave.  
Fresno  
233-8952

Salinas Nursery  
1770 W. North Ave.  
Fresno 93706  
233-5600  
Plantel Nursery  
15796 W. Doris Rd  
Huron  
945-7584

## **E. Soil/Plant testing –**

### ● Governmental

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno  
456-7285

USDA - Ag Research Service  
2021 S. Peach Ave.  
Fresno  
453-3107

CDFA-Research & Education program  
1220 N Street  
Sacramento, CA 95814  
916-322-6832

USDA – Natural Resource Conserv Ser  
4625 W. Jennifer Suite 125  
Fresno 93722  
276-7494

### ● Private industry

Dellavalle Laboratory Inc.  
1910 McKinley Ave.  
Fresno  
233-6129

Calif. Growers Laboratory  
4630 W Jennifer  
Fresno  
275-3377

## **F. Equipment –**

- **Private industry**

Pioneer Equipment  
2545 S Sarah  
Fresno  
486-7580

Fresno Equipment  
2892 E Jensen  
Fresno  
486-8020

Fisco Farm & Home  
5666 E Kings Canyon  
Fresno  
454-0994

Kuckenbecker Tractor  
3040 S Parkway Dr.  
Fresno  
485-9090

## **G. Organic Information –**

- **Governmental**

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno 93702  
456-7555

CDFA (Calif. Organic Program)  
1220 N Street  
PO Box 942871  
Sacramento 94271  
916-654-0919

USDA Agricultural Marketing Service  
(National Organic Program)  
14th & Independence Ave. SW,  
Washington, D.C. 20250  
202- 720-2791  
[www.ams.usda.gov/nop](http://www.ams.usda.gov/nop)

Agricultural Department  
1730 S. Maple Ave.  
Fresno  
456-7510

- **Private Industry/non profit**

Earthwise Organic  
6943 N. Golden State Blvd.  
Fresno  
275-3300

CCOF – Calif. Certified Organic Farmers  
1115 Mission Street  
Santa Cruz 95060  
831-423-2263  
[www.ccof.org](http://www.ccof.org)

## **H. Irrigation –**

- **Governmental**

Small Farm Center  
University of California  
Davis, CA 95616-8699  
530-752-8136

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno  
346-1959

- **Private Industry**

O’Neil Irrigation  
143 E Sierra  
Fresno  
431-9220

Rain for Rent Irrigation  
2474 E Whites Bridge  
Fresno  
485-5610

NetaFim Inc.  
5470 E Home  
Fresno  
431-9220

Reedley Irrigation  
1260 S Buttonwillow  
Reedley  
638-3583

## **I. Pest ID-**

- **Governmental**

UC Integrated Pest Management  
University of California  
Davis, CA 95616-8699  
530-752-8136

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno, CA 93702  
559-456-7285

Agriculture Department  
1730 S Maple  
Fresno  
456-7510

California State University  
5241 N Maple  
Fresno  
278-2861

- **Private Industry**

Muaj ntau lub tsev (companies) ua lag luam muag tshuaj ntau yam, muaj cov tib neeg qhia pab, cov tib neeg ntsuam xyuas tshuaj thiab kab, tej chaw cog yub qoob, thiab ntau yam ntxiv.

## **J. Crop Growing -**

- **Governmental**

Small Farm Center  
University of California  
Davis, CA 9561  
530-752-2408

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno  
559-456-7285

Agriculture Department  
1730 S. Maple Ave.  
Fresno  
456-7510

California Strawberry Commission  
PO Box 269  
Watsonville 95077  
831-724-1301

California State University  
Agricultural Sciences  
2385 E. Barstow Ave.  
Fresno 93740  
278-2011  
278-2012

Reedley College  
Agriculture Department  
995 N. Reed Ave.  
Reedley 93654  
638-3641

**K. Laws and Policy-** Hauv Department of Agriculture (Ag Commissioner) lawv yog cov tswv uas tswj tej tshuaj siv mus rau tshuaj tua kab. Lawv xyuas kom tej tib neeg siv tshuaj txhua tus ua raws nraim li daim ntawv (label) qhia siv. Yog siv yuav tsum siv npaum li cas thiab tsis pub ntau tshaj luag txoj cai qhia siv. Siv cov tshuaj kom muaj tej ris tsho los hnav tiv thaiv yus yog tias yus siv tshuaj.

● Governmental

State of California  
Division of Labor Standards  
770 E. Shaw, Suite 315  
248-8410

USDA - NRCS  
4974 E. Clinton Way  
Fresno  
252-2191

Endangered Species  
California Department of Fish & Game  
1234 E. Shaw Ave.  
Fresno  
243-4005

Agricultural Burning  
S.J. Air Pollution Control  
1990 E. Gettysburg Ave  
Fresno, CA 93726  
230-6000

Department of Agriculture  
1730 S. Maple Ave.  
Fresno  
456-7555

Cal-OSHA California Department  
of Industry Relations  
1901 N. Gateway Blvd. Ste 102  
Fresno  
454-1295

UC Cooperative Extension  
Personnel Management  
1720 S. Maple Ave.  
Fresno  
456-7285

DMV-Department of Motor Vehicles  
655 W. Olive Ave.  
Fresno  
445-5469



CDPR-California Department of  
Pesticide Regulations  
555 Capitol Mall, Ste 235  
Sacramento, CA 95814  
916-654-551

Ag Burning  
S J Valley Air Pollution Dist  
1990 E. Gettysburg Ave  
Fresno 93726  
230-6000  
1-800-766-4463 (recorded message)

## **L. Education-**

### ● Governmental

California State University  
Agricultural Sciences  
2385 E. Barstow  
Fresno 93740  
278-2011

UC Cooperative Extension  
1720 S. Maple Ave.  
Fresno  
456-7285

Reedley College  
Agriculture Dept.  
995 N. Reed Ave.  
Reedley 93654  
638-3641

Fresno Adult School  
2048 E. Fine Ave  
Fresno, CA 93727  
253-0390

## **L. Harvest/Postharvest**

Postharvest Technology  
Department of Pomology  
University of California  
530-752-6941

# **3. Financial (Nrhiav Nyiaj Txiag)**

This section includes:

- A. Farm and Business loans
- B. Disaster assistance
- C. Crop Insurance
- D. Grants/cost sharing

**A. Loans/Resources** – Yuav pib ib yam lag luam twg los yeej kim heev, yog li yus yuav tau npaj tej nyiaj txiag los siv. Yuav pib lag luam yeej tsis yooj yim kiag, yog li yus thiaj li yuav tsum tau muaj yus ib lub hom phiaj qhia txog nyiaj txiag kev siv mus los saib zoo li cas rau yus lub lag luam ntawv. Xav paub ntxiv mus nyeem nraum sab qhia txog (Business Plan) yuav txais nyiaj txiag qhov twg los. Hauv (Farm Service Agency) – lawv txais nyiaj thiab tus paj los qes tshaj plaws tiam sis tsuas yog muaj tej txhia thiaj txais tau xwb, yog thaum yus mus txais lwm qhov chaw tsis tau nyiaj lawm. Tseem tshuav lwm qhov chaw li tom (Economic Opportunity Commission) lawv nyaj tseem yuav muaj nyiaj txais thiab yog tias yus yog tib neeg tawg rog (refugees). Tshuav lwm lub koom haum lawv tseem kam txais nyiaj los ua vaj tsev thiab kho tsev rau cov tib neeg ua teb nyob, tej chaw hoo kas li hauv HUD, USDA-RD tej no.

● **Governmental**

USDA Farm Service Agency  
4625 W. Jennifer Ave. Suite 109  
Fresno 93722  
276-7494 ext 2

USDA Rural Development  
4625 W Jennifer Ave. Suite 126  
Fresno 93722  
276-7494 ext 4  
[www.rurdev.usda.gov](http://www.rurdev.usda.gov)

U.S. Dept. Housing/Urban Devel  
2135 Fresno Street, Suite 100  
Fresno 93721  
487-5033  
[www.hud.gov](http://www.hud.gov)

● **Private/Non profit**

Valley Small Business Development Corp.  
3417 W. Shaw Ave. Suite. 100  
Fresno 93711  
271-9030

Cultural Ethnic Small Farm Devel.  
1717 Minnewawa Ave.  
Fresno 93727  
456-2218

Hmong American Community  
1044 Fulton Mall  
Fresno  
237-4919

Economic Opportunities Commission -EOC  
1920 Mariposa Mall  
Fresno  
263-1290

Fresno Madera Farm Credit Service  
4201 W. Shaw Ave.  
Fresno  
277-7000

Union Bank of California  
7108 N. Fresno St.  
Fresno  
436-2728

Bank of the Sierra  
1300 E. Shaw Ave.  
Fresno,  
248-2580

Sierra-Bay Farm Credit  
3984 Cherokee Rd.  
Stockton 931-3770  
209-931-3770

## **B. Disaster Assistance –**

- Governmental

USDA Farm Service Agency  
4625 W. Jennifer Ave.  
Fresno  
276-7494 ext. 2

FCEOC - Office of Emergency Service  
1920 Mariposa Mall  
Fresno  
263-1059

**C. Crop Insurance** – Tam sim no hauv hoob kas laj thab npas (USDA-Risk Management Federal Crop Insurance Program) lawv kuj los ua ib tug saib xyuas txog cov (Crop Insurance) lawm. Pib tam sim no mus lawv kuj muaj insurance rau cov qoob loo xws li txiv pos Strawberry thaum xyoo 1999 no lawm.

- Governmental

USDA Risk Management Agency  
430 “G” Street  
Davis, CA 95616  
530-792-5870  
Email: [www.wmurphy@rm.fcic.usda.gov](mailto:www.wmurphy@rm.fcic.usda.gov)

- Non Profit/Private

Farm Bureau  
1274 W. Hedges  
Fresno 93728  
237-0203

American Agrinsurance  
5080 N Fruit Ave.  
Fresno  
248-8249

Fireman’s Fund  
2490 W Shaw Ave.  
Fresno  
435-5050

IGF  
1700 E Bullard Ave.  
Fresno  
432-0196

Great American  
4343 N Golden State Blvd.  
Fresno  
271-7770

Rain and Hail  
499 W Shaw Ave.  
Fresno  
224-2300

**D. Grants/Cost Sharing** – Nyob hauv Natural Resource Conservation Service (NRCS) lawv kuj muaj cov nyiaj pab dawb thiab cov nyiaj pab them ib nrab rau cov neeg ua liaj ua teb. Lawv pab tej yam piv li no, pab them ib nrab nqe rau tus tswv teb ntawv yog tias nws kho cov

qhov dej, hlua dej tso rau tej teb, pab them ib nrab nqe yog khawb qhov av ua ib qhov chaw nqus dej.

- Governmental

California Energy Commission  
1516 9<sup>th</sup> Street, MS 42  
Sacramento 95814  
916-654-4019

USDA-Natural Resource Conservation Serv  
4974 E. Clinton Way  
Fresno  
252-2191

PG & E  
(free pump testing)  
800-743-5000

## **4. Land (TEJ LIAJ AV SIV UA TEB)**

This section includes: land acquisition

- Private Industry/Non Profit

American Farmland Trust  
1002 W. Main Street  
Visalia 93291  
627-3708

Peelman Realty Co.  
3315 W. American  
Fresno 93706  
485-4430

Pearson Realty  
2550 W. Shaw  
Fresno  
432-6200

Capital Agricultural Property  
7108 N Fresno Suite 401  
Fresno 93720  
437-0190

Schuil and Associates  
1234 E Manning Ave.  
Reedley 93654  
638-8282

Silva Realty  
Fresno  
438-0759

## **5. Labor (KEV SIV DAG ZOG)**

Txhua txoj kev ua lag luam yog leej twg muaj tib neeg ua hauj lwm rau nws lub tsev ua lag luam ntawv, txhua leej txhua tus yuav tsum tau ua raws nraim li hauv (State thiab Federal) txoj cai hais txog kev tiv thaiv cov tib neeg ua hauj lwm nyob hauv. Hauv OSHA yog cov tsim thiab tswj txog tej kev noj qab haus huv thiab kev pab tiv thaiv los ntawm U.S Department of Labor los. Hauv Federal Immigration Reform and Control Acts thaum 1986 los hais tias txhua tus tib neeg nws ua laj kam yuav tsum muaj ntaub ntawv qhia txog txhua yam ntawm nws. Luag yuav tshawb xyuas daim I-9 Form, daim ntawv no mus nqa nyob hauv INS hoob kas. Thaum yus yog tswv cuab tswj kev lag luam lawm yus yuav tsum muaj ntaub ntawv qhia txog yus (Employment Identification Number) (EIN los yog FEIN). Muab daim ntawv SS-4 hauv IRS los thiab hauv (State) EDD Tax los. Thaum yus them cov nyiaj tawm tshaj li \$100 rov sauv lawm yus yuav tau muaj ntaub ntawv nrog hauv (EDD) Employment Development Department of California nov. Cov tsev lag luam yuav tsum tau them plaub yam se nov (Tax) –Unemployment Insurance, Employment Training Tax, State Disability Insurance, State Personal Tax, nyob hauv daim DE-6 (Quarterly Wages and Withholding Report). Cov Unemployment Insurance thiab Employment Training Tax no yog rho hauv tus tswv cuab mus them lawm. Cov State Disability Insurance thiab Personal Income Tax yog rho hauv tus neeg ua hauj lwm nws cov nyiaj mus.

Occupational Safety and Health Admin.  
2424 Arden Way #165  
Sacramento 95825  
916-263-2800

Immigration & Naturalization Service  
865 Fulton Mall  
Fresno 93721  
487-5091

US Department of Labor  
2202 Monterey  
Fresno  
487-5317

California State University  
Center for Agricultural Business  
2910 E. Barstow Ave.  
Fresno  
278-4405

Internal Revenue Service  
5104 N. Blythe St.  
Fresno  
800-829-1040

State of California, EDD, Tax office  
1050 O Street  
Fresno 93707  
445-5132

City College  
Export Center  
390 W. Fir  
Clovis 93611  
324-6444

UC Cooperative Extension  
Personnel Management  
1720 S Maple Ave.  
Fresno  
456-7285

## **6. Legal (Tej Cai Tswj Fwm)**

Business Tax Information. Yog koj muaj tib neeg ua hauj lwm tab sis nws tsis muaj feem nrog koj tswj tej lag luam koj yuav tsum muaj ntaub ntawv qhia txhua lub hlis thiab xa ntaub ntawv qhia tawm txog tej se tau rho (payroll tax) los yog lwm yam kev rho tawm. Hu noog cov hoob kas nram qab nov yog koj xav paub ntau ntxiv.

Employment Tax = Employment Development Department ([www.edd.ca.gov](http://www.edd.ca.gov))  
1733 W Sports Dr. Suite B Sacramento 9583 626-575-6751

State Income Tax = State Franchise Board ([www.ca.gov/s/business](http://www.ca.gov/s/business))  
800-852-5711

Federal Income Tax = Internal Revenue Service  
800-829-1040

Social Security = Social Security Administration  
800-772-1213

Workman's Compensation Insurance = State Compensation Insurance  
415-974-8100

Yus txawm yog tus neeg ua teb xwb los yus yeej muaj cai noog thiab paub txog tej cai txhua nrho hais txog kev ua liaj ua teb. Cov hoob kas uas koj yuav mus cuag tau kev pab thaum koj muaj tej teeb meem tshwm sim tuaj txawm yog koj tej lag luam, los yog tej yam yuav qhia tau rau koj mus cuag tau nyob nram qab nov.

Fresno County Bar Association  
1221 Van Ness Ave.  
Fresno 93721  
264-2619

California Rural Legal Assistance  
2115 Kern  
Fresno  
441-8721

Legal Aid- Central California  
2014 Tulare St.  
Fresno 93721  
800-675-8001

## **7. Research (KEV TSHAWB NTSUAM XYUAS)**

UC Cooperative Extension  
1720 S Maple  
Fresno  
456-7555

California State University  
Agricultural Sciences  
2385 East Barstow Ave.  
Fresno 93740  
278-2011

USDA ARS  
2021 S Peach  
Fresno  
453-3005

USDA NRCS  
4974 E. Clinton Way  
Fresno  
252-2191

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## Internet Resources



**All Internet pages begin with http://**

**University of California**

Small Farm Center	<a href="http://www.sfc.ucdavis.edu">www.sfc.ucdavis.edu</a>
IPM	<a href="http://www.ipm.ucdavis.edu">www.ipm.ucdavis.edu</a>
Postharvest	<a href="http://postharvest.ucdavis.edu">postharvest.ucdavis.edu</a>
Cooperatives	<a href="http://www.cooperatives.ucdavis.edu">www.cooperatives.ucdavis.edu</a>
Vegetable Crops Center	<a href="http://vric.ucdavis.edu">vric.ucdavis.edu</a>
Kearney Research Center	<a href="http://www.uckac.ucdavis.edu">www.uckac.ucdavis.edu</a>
Agricultural Issues Center	<a href="http://aic.ucdavis.edu">aic.ucdavis.edu</a>
Agricultural Personnel	<a href="http://are.berkeley.edu/apmp">are.berkeley.edu/apmp</a>
Fruit and Nut Center	<a href="http://fruitsandnuts.ucdavis.edu">fruitsandnuts.ucdavis.edu</a>
UC Directory	<a href="http://danr.ucop.edu">danr.ucop.edu</a>
Ornamental Horticulture	<a href="http://ohric.ucdavis.edu">ohric.ucdavis.edu</a>
Weed Research Center	<a href="http://wric.ucdavis.edu">wric.ucdavis.edu</a>
Aquaculture	<a href="http://aqua.ucdavis.edu">aqua.ucdavis.edu</a>
Ag Health & Safety	<a href="http://agcenter.ucdavis.edu">agcenter.ucdavis.edu</a>
Poultry Home Page	<a href="http://ext.ucdavis.edu/avs/avsext.html">ext.ucdavis.edu/avs/avsext.html</a>
Poultry web page	<a href="http://animalscience.ucdavis.edu/extension/avian">animalscience.ucdavis.edu/extension/avian</a>
Sustainable Agriculture	<a href="http://www.sarep.ucdavis.edu">www.sarep.ucdavis.edu</a>
Cooperatives	<a href="http://www.cooperatives.ucdavis.edu">www.cooperatives.ucdavis.edu</a>

**USDA**

Rural Development	<a href="http://www.rurdev.usda.gov/rbs">www.rurdev.usda.gov/rbs</a>
USDA home page	<a href="http://www.usda.gov">www.usda.gov</a>
Farm Service Agency	<a href="http://www.fsa.usda.gov">www.fsa.usda.gov</a>
Natural Resource Conservation Service	<a href="http://www.nrcs.usda.gov">www.nrcs.usda.gov</a>
Risk Management	<a href="http://www.rma.usda.gov">www.rma.usda.gov</a>
Economic and Statistics	<a href="http://usda.mannlib.cornell.edu/usda/">usda.mannlib.cornell.edu/usda/</a>
Statistics Service	<a href="http://www.usda.gov/nass">www.usda.gov/nass</a>
Agricultural Research Service	<a href="http://www.ars.usda.gov">www.ars.usda.gov</a>
Marketing	<a href="http://www.ams.usda.gov">www.ams.usda.gov</a>
Cooperatives	<a href="http://www.rurdev.usda.gov/rbs/coops">www.rurdev.usda.gov/rbs/coops</a>

**U.S.**

Small Business Administration	<a href="http://www.sba.gov">www.sba.gov</a>
Commerce	<a href="http://www.doc.gov">www.doc.gov</a>
Minority Business	<a href="http://www.mbda.gov">www.mbda.gov</a>
Agricultural Census Bureau	<a href="http://www.census.gov">www.census.gov</a>
Minority Development Business	<a href="http://www.mbda.gov">www.mbda.gov</a>

**California State**

CDFA	<a href="http://www.cdfa.ca.gov">www.cdfa.ca.gov</a>
Pesticide Regulation	<a href="http://www.cdpr.ca.gov">www.cdpr.ca.gov</a>
Water Resources	<a href="http://www.dwr.water.ca.gov">www.dwr.water.ca.gov</a>
Cal EPA	<a href="http://www.calepa.ca.gov">www.calepa.ca.gov</a>
State Home Page	<a href="http://www.ca.gov">www.ca.gov</a>
Calif. Law	<a href="http://www.legalinfo.ca/calaw.html">www.legalinfo.ca/calaw.html</a>
Calif. State Business Prog	<a href="http://www.commerce.ca.gov">www.commerce.ca.gov</a>

### **Other**

CCOF	<a href="http://www.ccof.org">www.ccof.org</a>
CAPCA	<a href="http://www.capca.org">www.capca.org</a>
Alliance Family Farmers	<a href="http://www.caff.org">www.caff.org</a>
PAPA	<a href="http://www.papa.org">www.papa.org</a>
Fresno Farm Bureau	<a href="http://www.fcfb.org">www.fcfb.org</a>
National Watermelon Bd.	<a href="http://www.lane-ag.org">www.lane-ag.org</a>
Sun World International	<a href="http://www.sun-world.com">www.sun-world.com</a>
Grocery Manufacturers	<a href="http://www.gmabrands.com">www.gmabrands.com</a>
Women in Business	<a href="http://www.onlinewbc.org">www.onlinewbc.org</a>
Bank Web	<a href="http://www.bankweb.com">www.bankweb.com</a>
Smallbiz Net	<a href="http://www.lowe.org">www.lowe.org</a>

“Kuv yuav tsum tau daim ntawv los ua teb zoo li cas?” Xws li cov tib neeg ib txwm ua teb los lawm lawv yuav qhia koj hais tias “tsis muaj ntawv ua teb, kav tsij rau siab ntso ua teb xwb.” Txawm li no los kuj yuav yog lawm thiab, tiam sis xws li niaj hnub no mas nws kuj muaj tej cai lij choj uas yus yuav tsum tau ua kom raws li luag txoj cai qhia thiab.

## **Checklist**

**PESTICIDE PERMITS.** Ntawv tso cai siv tshuaj, txhua tus tib neeg ua liaj ua teb yuav tsum muaj ntaub ntawv tso cai los ntawm County Agriculture Commissioner los yog tias nws yuav siv ib yam tshuaj ab tsi los xij nws yuav tsum muaj daim (Grower I.D). Txawm yog nws yuav siv cov tshuaj tua kab los yog cov tshuaj tha mab xaj (organic) nws yuav muaj ntaub ntawv los siv, qhov no tus tib neeg ua liaj ua teb ntawv nws thiaj mus yuav tau cov tshuaj nyob tom tej chaw muag tshuaj los siv tau. Thaum tau cov ntawb ntawv tiav tag lawm tus tib neeg twg nws txuas tshuaj tag nws yuav tsum tau xa daim ntawv (monthly pesticide reports) tuaj rau tom county qhia saib yog yam tshuaj twg siv rau hom qoob twg. Ua li no qhia thiaj li yuav pab tau tej tib neeg thiab cov neeg ua liaj ua teb mus nrog rau ib cheeb tsam yus nyob ntawv kom tsis muaj teeb meem.

Yog tus tswv teb twg nws yuav tua cov tshuaj luag txwv hu ua “restricted pesticides” nws yuav tsum tau mus xeem kom tau daim ntawv yuav siv cov tshuaj luag txwv ntawv. Rau qhov cov tshuaj txwv no nws muaj zog heev, nyob tsam ho raug tej tib neeg thiab tej cheeb tsam ntawm yus nyob ntawv. Muab piv xam li cov tshuaj paraquat, carbaryl, strychnine, endosulfan, methomyl, etc. Xws li cov tshuaj no, leej twg yuav siv cov tshuaj nov nws yuav tsum tau mus xeem kom tau daim ntawv tso cai, tsis tas li nws yuav tsum tau muaj kev kawm li 2 xoj moo txhua lub xyoo. Tsis tas li xwb yog yus yuav siv cov tshuaj (restricted materials) nov yus yuav tsum tau sau daim ntawv (notice of intent) qhia tawm ua ntej yus yuav siv cov tshuaj.

**AG BURNING.** Hauv Fresno County no muaj tej hnub cov tib neeg ua liaj ua teb thiaj hlawv tau tej yam khoom tom teb xwb, tsis ua li ntawv ces yuav raug nplua. Cov tswv tswj fwm txog txoj cai no yog hauv Air Pollution District yog tus tswj. Daim ntawv hlawv tej khoom tom teb yog \$22.00 dollars (1-800-766-4463)

**CERTIFIED FARMERS MARKETS.** Txhua tus tib neeg ua liaj ua teb yog leej twg yuav mus muag nws cov qoob rau cov Farmers Markets xws li muaj tshaj 200 lub khw Farmers Markets nyob thoob plaws nroog California nov tus tswv teb ntawv yuav tsum tau mus ua ntaub ntawv muag nws cov qoob. Mus ua ntawv tom Ag Commissioner. Qhov no qhia tau hais tias tus tswv teb nov txhua yam nws cog nws thiaj li muag tau xwb. Yog cov khoom nws yuav siv ib rab teev los luj khoom, rab teev ntawv yuav tsum muaj ntawv tso cai los ntawm (Department of Agriculture Weights & Measures) los thiaj muab rab teev luj tau cov khoom.

**ORGANIC FARMER.** Yog tias tus tswv teb twg muag cov khoom tha mab xaj (organic) los yog (certified organic) nws thaj teb yuav tsum muaj ntaub ntawv nyob nrog rau hauv (California Department of Food & Agriculture). Mus ua ntaub ntawv hauv (Ag Commissioner) ib yam

knaus thiab. Hos yog tias Certified Organic ces tus tswv teb yuav tsum ua ntaub ntawv nrog cov koom haum nyob hauv xeev California nov cov (CCOF) thiab ua raws nraim li lawv txoj cai kev tswj tsi pub siv tshuaj, los yog tej chiv, tsuas yog tej quav nyuj, quav qaib los ntawm tej tsiaj los es yog luag pub siv ua chiv rau thiaj si tau xwb.

Yog hais tias tus tswv teb twg nws yeej tsis siv ib yam tshuaj tua kab, nws tsis hlawv tej teb tej khoom, tsis yuav neeg ua hauj lwm rau nws, tsis muag khoom rau tej khw muag qoob loo li farmer markets ces tus tswv teb nov nws rau siab ntso ua teb xwb ces yeej tau kawg, ‘ **just start farming.**’

## Fresno Climate and Soils

Muaj ob yam xws li hais los nov yog ib qho uas tseem ceeb rau tej qoob loo kawg li. Hais txog cov huab cua nyob nroog Fresno kuj yog tshav ntuj kub thaum lub caij ntuj sov, hos txias thiab muaj los nag rau thaum lub caij ntuj no. Thaum lub caij ntuj sov tshav ntuj kub txog li 100° degree thiab nrog rau cov cua kuj tuaj ntxhee yees ua rau muaj chaw dim pa thiab. Lub (7) xya Hlisntuj qhov sov uas nyob rau nruab nrab mas yog li 82° degrees yog qes (average), hos qhov siab uas nws kub thaum nyob ib nrab mas yog li 99° degrees (average). Thaum lub caij txias nws kuj poob qes dua 32° degrees lawm muaj tej lub sij hawm. Hos qhov nyob ib nrab thaum lub caij ntuj txias mas yog li 37° degrees (average). Lub caij ntuj txias yog pib thaum lub (10) Kaum Hlisntuj mus xaus rau thaum lub (4) Plaub Hlisntuj, hos los nag txog li 10.6 inches.

Nyob hauv nroog Fresno County nws muaj 215 mus rau 230 hnuv uas tsis muaj dej khov tab sis nyob rau xyoo 1990-91, thiab xyoo 1998-99 muaj ob zaug no mas nws txias thiab no tshaj plaws li, qhov nov nws ua rau nyiaj txiag poob tag lawm li pua lab (millions dollars) nyiaj xwb vim muaj dej khov thiab muaj te los.

**FRESNO AIR TERMINAL, FRESNO COUNTY, CALIFORNIA USA**

Located at *about* 36.78°N 119.71°W. Height *about* 102m / 334 feet above sea level.

**Average Maximum Temperature**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
°F	54.0	61.7	66.6	75.0	84.2	92.7	98.6	96.6	90.0	79.7	64.6	53.6	76.5

**Average Temperature**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
°F	45.7	51.1	55.0	61.2	68.9	76.5	81.9	80.2	74.5	65.1	53.6	45.3	63.1

**Average Minimum Temperature**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
°F	37.4	40.5	43.3	47.3	53.6	60.3	64.9	63.7	58.6	50.5	42.4	37.0	50.0

**Average Rainfall (30-year average)**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year

inches	2.0	1.8	1.9	1.0	0.3	0.1	0.0	0.0	0.2	0.5	1.4	1.4	10.6
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**Soils:** Qhov yuav pab tau cov neeg ua liaj ua teb mas yuav tsum yog lawv paub txog ntawm cov av hauv thaj teb ntawv saib nws zoo cog yam qoob ab tsi rau. Yog cog qoob rau ne saib yus puas yuav sau tau ntau los yog yus yuav tau kho cov av ntawv kom zoo tso. Xws li cov av uas hais tag no yuav ua cas yus thiaj paub txog – yuav tsum mus noog nyob rau tom cov chaw “Soil of Western Fresno County” (University of California 1950) thiab nrhiav hauv phau Soil Survey, ( Soil Conservation Service, 1971). Cov av no nws muaj tej pawg los yog tej qhov chaw nws txawv dua lwm qhov. Nyob ntawm tej thaj chaw mas yog cog qoob loo rau ces cov qoob yuav tsis zoo, vim cov av ntawv tsuag lawm. Cov av no nws muaj ob peb yam, yog tias nws nyob li 80% - 100% ces qhia tau tias cov av no ua tau noj lawm.

**West Fresno soils** Nyob hauv nroog Fresno xws li sab av nyob rau hnuv poob cov av no nws kuj yog av nplaum ntau, yog cov (alluvial Fans). Cov av nplaum no vim yav thaum ub kuj muaj dej nyob rau cov av no ces tom qab ntawm cov dej qhuav tag lawm nws thiaj muaj cov av (alluvial fans) nov. Nyob rau sab hnuv poob yog cov av nyob hauv pawg (Panoche Soil Series). Ntawm cov av no nws kuj muaj cov (Oxalis) thiab av (Lethent Series). Cov av xws li hais tag lo no kuj yog cov av nplaum ntau.

Panoche (574,000 acres) Recent alluvial fan. Light brown to gray. Some alkali. Good drainage. Good drainage, nutrient levels.
Oxalis (115,000 acres) Basin rim soil. Slightly compacted subsoil. Gray-brown. Some alkali. ...imperfect drainage
Lethent (15,000 acres) Basin soil. Fair amount of alkali. Grayish-brown. Poor drainage.

**East Fresno soils** Cov av nyob sab hnuv tuaj nws muaj peb yam, (1) yog cov av (alluvium), cov av no nyob nrog pob zeb sib txuam. (2) Cov av muaj pob zeb (old alluvium sediment). (3) Cov av muaj pob zeb, ntau zaus yog sab npuab cov toj roob Sierra Nevada thiaj muaj pob zeb ntau xwb. Cov av nyob rau sab Selma, Fowler, Kingsburg, Sanger thiab nyob rau sab hnuv poob ntawm kev Hwy99 yog cov av (young alluvium) ntau dua. Hos cov av sab qaum teb ntawm Fresno, Clovis mus rau Orange Cove thiab Reedley yog cov av (old granite alluvium). Nram qab no yog qhia txog cov av xws li hais tas los no:



	<u>SOIL SERIES AND TYPE</u>	<u>STORIE INDEX</u>	<u>% ACRES IN E. FRESNO</u>
Selma:	Hesperia fine sandy loam, moderately deep	95%	1.8%
	Hanford fine sandy loam	100	2.7
Kingsburg:	Delhi loamy sand, 0-3% slope	72	3.5
	Delhi sand, 0-3% slope	51	.2
Fowler:	Hanford sandy loam	95	2.6
	Hesperia fine sandy loam	100	
Fresno:			
W. of 99	Atwater loamy sand. 0-3%	70	.5
	Greenfield sandy loam, 0-3%	90	.8
E. of 99	Delhi loamy sand, 0-3%	72	
Reedley:	Hanford fine sandy loam	100	

## Marketing Vegetables

UC COOPERATIVE EXTENSION IN FRESNO

by Richard Molinar & Michael Yang

## **KUV YUAV MUAG KHOOM QHOV TWG?**

**1. Roadside Stands:** Yuav muag khoom ntawm tej ntug kev mas yus yuav tsum nrhiav kom tau ib qhov chaw zoo, yeej muaj neeg coob taug kev mus thiab los ntawm thaj chaw ntawv. Yog tias yus muag ntau hom qoob los yeej zoo tshaj vim tias neeg yeej nyiam noj ntau yam. Tab sis cov khoom ntawv cov (quality) yuav tsum zoo tshaj thiaj li yuav muag poob. Ib qho yog sau ntawv tiv qhia kom tib neeg paub txog ces luag thiaj tuaj yuav yus cov khoom. Txhua yam yus ua qhia ntawv yog thaum tib neeg nyiam lawm ces luag yuav tsum tuaj yuav ntawm yus xwb. Tej zaum yus kuj yuav tau tiv ntawv qhia li no - **“organic”, los yog tias “pick-your-own”**. Txhob txaj muag qhia rau tej tib neeg paub, luag thiaj tuaj yuav yus cov khoom. Muaj tej lub caij yus thiaj muaj khoom muag xwb, tab sis cov neeg lwm tus sab nrauv luag yuav muaj ntau yam muag txhua xyoo.

Tiv ntawv qhia tej yam zoo li no:

- ~ ~ Daim phiaj (Sign) – Tiv daim phiaj hais qhia rau tej tib neeg paub tias yus muaj khoom muag, tej lub npe yuav qhia piv li nov “Yang’s Specialty Produce”
- ~ ~ Tha xim rau kom yus lub tsev muag khoom zoo nkauj
- ~ ~ Kho thiab tus yus thaj chaw kom du lug cia
- ~ ~ Tu chaw kom dav fo rau tib neeg nres tsheb kom yooj yim

**2. Processor Contracts:** Muag khoom ncaj nraim rau cov chaw txais qoob (processor) los kuj zoo, tab sis yus yuav tau ua raws li yus daim ntawv (contract) hais. Qhov no yus yeej paub lawm hais tias tus npe yus tau ntawv yog li cas lawm thaum yus muaj qoob xa mus rau. Txawm yus yuav tawm mus nrhiav kev muag qoob sab nrauv los yeej tau yog yus ua li no ntau tej zaum kev sib txuas ntawm yus thiab hauv luag tsev xa qoob (processor) yuav plam mus thiab.

Wawona Frozen Foods - strawberries and fruits

JR Wood, Inc. - strawberries, fruits, and certain other vegetables

**3. Terminal Markets/ Wholesale Markets:** Cov chaw muag khom noj khoom haus no luag txais khoom thoob ntiaj teb, cov chaw no nws nyob ze rau cov ntug dej hiav txwv thiab cov tsheb ciav hlau mus txog xwb. Ib txhia chaw muag khoom noj (wholesale) yog nyob ze cov chaw loj no. Muaj li 34 lub zos nyob ntiaj teb muaj cov (terminal market) nov, yog New York, Boston, Chicago, Paris, Mexico, Tokyo thiab lwm cov nyob thoob plaws ntiaj teb no. Nyob rau txhua hnuv nws yeej muaj cov npe qhia. Nws muaj poob thiab muaj nce raws kev lag luam saib cov khoom ne nws muaj ntau los muaj tsawg (supply and demand). Cov npe nyob rau hauv Los Angeles thiab tom San Francisco yog cov npe nyob hauv California nov xwb. Cov chaw Internet site address is [[www.ams.usda.gov/fv/mncs/termveg](http://www.ams.usda.gov/fv/mncs/termveg)]. Cov npe nyob hauv no yuav qhia tau rau koj tias tam sim no cov qoob tus npe nyob li cas lawm.



Tseem muaj cov khw muag khoom (whosale) nyob hauv California no xws li ib lub nyob hauv Oakland thiab lwm lub nyob sab nrauv li hauv nroog San Francisco. Muaj ntau lub (whosale) nyob nrog cov chaw loj muag khoom nov nws muaj li 30 lub khw (whosale) muag khoom, lawv muag txhua yam khoom noj khoom haus tib yam. Xyuas lawv tus internet site address: [\[www.sfproduce.org\]](http://www.sfproduce.org)

**4. Local Vegetable Shipping Houses:** Cov chaw li ntawm no yog chaw xa qoob mus muag xwb, los yog lawv kuj muab tej khoom ntim es xa mus muag thiab. Muaj ib txhia yog lawv cog lawv tej qoob ces mam xa tawm mus muag tsis tas li lawv tseem txais khoom ntawm txhua tus tswv teb uas xa cov qoob tuaj mus muag thiab. Yog thaum txais cov khoom los ntawm cov tswv teb los ces yuav tau txiav (commission) tawm ntawm cov tswv teb. Cov tswv teb ua li no vim yog tsis muaj chaw rau khoom, nrhiav tsis tau chaw muag cov khoom, thiab xa tsis tau mus qhov twg lawm. Tej yam zoo li no cov tsev lag luam ua hauj lwm noj (commission) xwb lawv thiaj muab tsis tau tus nqe yog li cas rau cov tswv teb paub es yuav tsum tos txog thaum muag cov khoom poob lawm tso thiaj paub thaum ntawv xwb. Zoo li no muaj ib txhia thawv (boxes) yuav poob peev thiab ho muaj tej thawv thiaj tau tus nqe vim cov qoob ntawv cov (quality) zoo. Kuj muaj ib txhia thawv lawv yuav tau kom tus tswv teb tuaj muab xaiv ntim dua. Nyob rau tej qho chaw zoo li no lawm ces yus yog tus tswv teb ntawv ces muaj tej zaum yus yuav ua tsis tau li cas lawm. Hauv phau ntawv “Blue Book” yeej muaj cov chaw txais khoom qoob loo thiab xa tej khoom mus muag li nram no.

<b>Baloian Packing</b>	<b>485-9200</b>	<b>tom,sq,ck,Pp,O,gno,fv,bc,ep,jal,mexfv,nappa</b>
<b>Calif. Highlander</b>	<b>485-6648</b>	<b>orientfv,chtom,longb,bn,bk</b>
<b>Central Valley Food</b>	<b>456-3464</b>	<b>orientfv</b>
<b>Cherta Farms</b>	<b>442-1704</b>	<b>pea,chtom,orientfv,zu</b>
<b>Nat Feinn &amp; son</b>	<b>268-7848</b>	<b>orientfv, bc,greenhouse</b>
<b>Jungle King</b>	<b>486-3560</b>	<b>O,ep</b>
<b>New World Farms</b>	<b>268-8828</b>	<b>orientfv,sugp,btterm,moqua,longb,sinqua,gail,ep,fruits</b>
<b>OK Produce</b>	<b>445-8610</b>	<b>tom,let,o,sq,ep,pp,fv</b>
<b>Sunnyside Inc</b>	<b>896-7200</b>	<b>chtom,pp,sq,ck,pom,gno</b>

**5. (Certified) Farmers Markets:** Hauv California no nws muaj tshaj li 240 lub khw muag khoom certified farmers markets thoob plaws hauv lub nroog. Cov tib neeg ua liaj ua teb yeej mus muag tau lawv tej qoob loo nyob rau cov chaw zoo li no kom tau tus nqe zoo. Lo lus hais tias (certified markets) nov txhais tau hais tias lawv yuav tsum muaj ntaub ntawv nrog rau hauv (State) lawv mus ua ntawv rau tom (County Agriculture Commissioner). Thiab tshuav txhua yam yus ua yus yuav tau ua kom raws nraim luag txoj cai thiab luag txoj kev uas luag tswj ntawv. Yus tsuas muag tau cov qoob uas yus cog tom yus thaj teb xwb. Yus yeej muag tsis tau tej qoob yus txais los li los yog yus yuav los muag. Tshawb xyuas cov (Farmers Markets) kuj nyob rau hauv internet. [\[www.ams.usda.gov/index\]](http://www.ams.usda.gov/index) los yog [\[farmersmarket.ucdavis.edu\]](http://farmersmarket.ucdavis.edu). Tseem muaj khw muag tej khoom nyob nrog rau hauv tej zej zog thiab tab sis cov no nws tsis yog (certified) lawm, xws li nyob nram zos Kingsburg mus rau lwm qhov chaw. Kuj muaj neeg ua liaj ua teb coob uas lawv kuj xa lawv tej qoob

loo mus muag rau ob peb qhov chaw li ib zaug mus rau li ob peb zaug tauj ib lub as thiv twg.

Muaj tej qhov nws tsis yooj yim kiag:

Muaj tej lub khw muag qoob mas yus yuav tau tos ib ntus saib puas muaj chaw rau yus mus muag tej yam qoob uas yus cog, hos yog thaum tau qhov chaw muag khoom lawm yus tsuas muag tau tej yam yus muaj xwb, tsis tas li yus yeej khwv heev tshaj plaws thiab siv sij hawm los ua teb ntau heev nyob tom teb

City Market Name

Clovis “Clovis Old Town” CFM

Coalinga Coalinga CFM

Fresno "Vineyard" Sat. CFM

Fresno "Vineyard" Wed CFM

Reedley CFM

**6. Others: (Lwm Yam)**

CSA - Community Supported Agriculture. Qhov no yog cov neeg tuaj yuav yus cov qoob loo es yus yuav tau xa mus cob rau luag vim luag tuaj ua ntawb ntawv nrog rau yus ces luag yuav khoom ncaj nraim ntawm yus. Cov tib neeg tuaj yuav yus tej khoom no luag them nqe rau yus txhua lub Hlis log yog txhua lub xyoo. Ua li no yus tej qoob thiab txiv hmab txiv ntoo luag yuav ncaj nraim ntawm yus. Mus saib tsab ntawv “Small Farm Newsletter” articles.

Cooperatives Cov chaw Koom Haum zoo li no los sawvdaws yeej muaj peev xwm los tsim kom tau los pab sawvdaws muag tej qoob loo thiab yuav qoob loo tej, kom los pab tau sawvdaws ntxiv.

**Caller:** Kuv nyuam qhuav yuav tau li 20 Acres av nrog rau ib co txiv pomegranantes tam sim no es kuv yuav ua li cas rau cov txiv nov?

Txawm yog yuav zoo li no ntag es yog yus yuav ua ib yam ab tsi los yus thiaj li yuav tsum muaj ib lub hom phiaj qhia qhov yus ua ntawv. Lub niam tswv yim ntawm lub hom phiaj ntawv yog yus lub (Business Plan) tswv yim qhia yam yus yuav ua ab tsi tiag. Nws yog thawj daim ntawv uas luag xav pom ntag thaum yus mus txais nyiaj tom (Bank). Yus yuav ua ib yam ab tsi los yus yuav tau npaj tej lub hom phiaj zoo ua ntej tso.

### **Sau daim ntawv (Business Plan) Hom Phiaj ua lag luam.**

**a. COVER LETTER.** Ntawv qhia siv nyiaj npaum li cas, siv sij hawm ntev li cas, yus yuav ua pes tsaw xyoo, cov nyiaj muab siv yuav ab tsi.

#### **1. INTRODUCTION.**

- ◆ Qhia lub Hom Phiaj yus yuav ua ntawv – Npe, Chaw Nyob, yam khoom ua yog ab tsi
- ◆ Qhia leej twg yog tus tswv ntawm lub lag luam, thiab yuav tau paub tej cai lij choj
- ◆ Qhia yam yus txawj thiab yam yus yeej paub ua lawm
- ◆ Qhia yam yus yuav ua kom yeej tau luag lwm tus es txhob tau nrog luag sib tw

#### **2. MARKETING.**

- ◆ Qhia yus cov khoom thiab yam yus yuav pab tau tawm yog ab tsi
- ◆ Paub qhov cov tib neeg nyiam siv yus yam khoom, thiab luag xav tau
- ◆ Pom tau yus lub khw kev muag khoom, loj los me, thaj chaw puas zoo ua luam
- ◆ Qhia txog yus cov khoom yuav ua li cas thiaj li muaj neeg siv coob
- ◆ Qhia hais txog cov nqe yus yuav muag npaum li cas

#### **3. FINANCIAL MANAGEMENT.**

- ◆ Muab cov ntawv qhia 5 xyoo tas los, ntawv qhia them se (tax returns)
- ◆ Qhia li 5 xyoo tas los yus cov lag luam ua teb, los yog cov xyoo yus ua luam
- ◆ Piav qhia saib yus ho muaj khoom los ntaus nqe pes tsawg
- ◆ Qhia saib ib lub Hlis yuav siv nyiaj npaum li cas ntawm thawj xyoo ntawv
- ◆ Thawj xyoo yog yus ua tshwm sim ne ib Hlis no yus yuav tau npaum li cas los
- ◆ Muaj khaws thiab teev tej ntaub ntawv cia txog nyiaj txiag kev siv mus los
- ◆ Qhia saib kev yus yuav tau tej nyiaj txiag los thiab kev siv tawm ntau npaum cas
- ◆ Qhia saib leej twg yuav los lis koj tej ntaub ntawv (accounting records)
- ◆ “what if” yog thaum muaj tej teeb meem tshwm sim ne yuav ua li cas, yog tias muaj

#### **4. OPERATION.**

- ◆ Qhia saib yus yuav tswj kev lag luam txhua hnuv li cas
- ◆ Qhia saib yus yuav ua li cas kev nrhiav neeg los lis tej dej num, yuav tswj li cas
- ◆ Hais txog cov (insurance) yus puas muaj, tej nqe vaj tse puas muaj
- ◆ Tej khoom yuav koj los siv ua yus tej lag luam ho ntau npaum li cas
- ◆ Yuav ua tau ntau npaum li cas, thiab yuav xa rau qhov twg (copies of crop contracts)

#### 4. CONCLUDING STATEMENTS

Qhia txhua yam koj npaj tau thiab tej hom phiaj koj muaj uas koj yuav los pib ntawv tag nrho. Ces muab rau ib tug tib neeg uas nws yuav pab tau rau koj ntawv xyuas xws li ib tug (Business Associate) los yog muab rau hauv (Service Corp of Retired Executive Counselor) SCORE lawv pab koj saib. Ces koj hu mus rau tom chaw txais nyiaj (Lender) nrog lawv tham txog kev txais nyiaj. Nyob tom (Farmer Service Agency) muaj ib txhia lawv hais tias hauv (Farm and Home Plan). Yog thaum koj npaj tau ntau yam mus qhia rau luag no tej zaum qhov no yuav pab tau rau koj txais tau cov nyiaj yooj yim dua.

Koj mus cuag tau cov chaw pab koj li nram qab los no:

Business Certificates  
(if doing business inside city limits)

Local City Hall (Fresno)  
Permit assistance  
2600 Fresno Street  
498-1343

Fictitious Business Name  
(If the business is in any name other than your own)

City Clerk's Office  
2221 Kern Street  
Fresno  
488-3637

Business/Personal Property Tax  
(Where land ownership is concerned)

County of Fresno Assessor's Office  
2281 Tulare Street  
488-3534

Federal Income Tax  
(For everyone who owns a business)

United States Internal Revenue Service  
5105 N. Blythe Ave.

Articles of Incorporation  
(for tax, liability, ownership transfer)

Secretary of State  
2497 W Shaw Ave.  
243-2100  
[www.ss.ca.gov](http://www.ss.ca.gov)

Sellers Permit  
(If you sell taxable merchandise-processed foods, ornamental plants)

State Board of Equalization  
5070 N 6<sup>th</sup> Street  
248-4219

State Income Tax  
(Normally filed on a quarterly basis)

Franchise Tax Board  
2550 Mariposa Street  
800-338-0505

SCORE  
Small Business Admin.  
2719 N Air Fresno Dr.  
Fresno

800-829-1040

487-5605

\* This information compiled from various sources including:  
Farm Service Agency Direct Loan Application Letter  
Small Business Resource Guide Magazine  
San Diego Agricultural Directory & Guidelines for Agricultural Enterprises

**California Commodity Boards/ Commissions**  
(<http://cdfa.ca.gov>)

CA Apple Commission  
4974 E. Clinton Way, Suite 125  
Fresno, CA 93727  
559/456-0900 FAX 559/456-0125

CA Artichoke Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618-3203  
559/591-4866 FAX 559/591-5744

CA Asparagus Commission  
4565 Quail Lakes Drive, Suite A-1  
Stockton, CA 95207  
209/474-7581 FAX 209/474-9105

CA Dry Bean Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/591-4866 FAX 559/591-5744

CA Beef Council  
5726 Sonoma Drive, Suite A  
Pleasanton, CA 94566-7751  
925/484-2333 FAX 925/484-2686

CA Cantaloupe Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 9318  
559/591-5715 FAX 559/591-5744

CA Fresh Carrot Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/591-5675 FAX 559/591-5744

CA Celery Research Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/591-0434 FAX 559/591-5744

CA Cherry Advisory Board  
P. O. Box 877  
Lodi, CA 95240  
209/368-0685 FAX 209/368-4309

CA Citrus Research Board  
323 W. Oak Street  
Visalia, CA 93279  
559/738-0246 FAX 559/738-0607

Dairy Council of California  
1101 National Drive, Suite B  
Sacramento, CA 95834-1274  
916/263-3560 FAX 916/263-3566

CA Date Commission  
PO Box 1736  
Indio, CA 92201  
760/347-4510 FAX 760/347-6374

CA Egg Commission  
1150 N. Mountain Avenue, Suite 114  
Upland, CA 91736  
909/981-4923 FAX 909/946-5563

CA Fig Advisory Board  
3425 N. First, Suite 109  
Fresno, CA 93726  
559/224-3447 FAX 559/224-3449

CA Cut Flower Commission  
73 Hanger Way  
Watsonville, CA 95076  
831/728-7333 FAX 831/728-7337

CA Garlic & Onion Dehydrator Advisory  
PO Box 470  
Stockton, CA 95201  
209/466-8247 FAX 209/941-2719

CA Grape Rootstock Improvement  
1521 I Street  
Sacramento, CA 95814  
916/441-2031 FAX 916/446-1063

CA Kiwifruit Commission  
9845 Horn Road, Suite 160  
Sacramento, CA 95827  
916/362-7490 FAX 916/362-7993

California Lettuce Research Board  
512 Pajaro Street  
Salinas, CA 93901  
408/424-3782 FAX 408/424-3785

CA Melon Research Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618

559/591-0435 FAX 559/591-5744

CA Milk Producers Advisory Board  
400 Oyster Point Blvd., Suite 214  
So. San Francisco, CA 94080  
650/871-6455 FAX 650/583-7328

CA Manufacturing Milk Advisory Bd.  
3800 Cornucopia Way, Suite D  
Modesto, CA 95358  
209/525-6875 FAX 209/525-6899

CA Cling Peach Growers Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/595-1425 FAX 559/591-5744

CA Pear Advisory Board  
1521 I Street  
Sacramento, CA 95814  
916/441-0432 FAX 916/446-1063

CA Pepper Commission  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/691-3925 FAX 559/591-5744

CA Pistachio Commission  
1318 E. Shaw Avenue, Suite 420  
Fresno, CA 93710  
559/221-8294 FAX 559/221-8044

CA Plum Marketing Board  
975 I Street  
Reedley, CA 93654-0968  
559/638-8260 FAX 559/638-8842

CA Potato Research Advisory Board  
531-D North Alta Avenue  
Dinuba, CA 93618  
559/591-0436 FAX 559/591-5744

CA Prune Board  
5990 Stoneridge Drive 101  
Pleasanton, CA 94588-0157

925/734-0150 FAX 925/734-0525

CA Raisin Marketing Board  
P.O Box 5195 3445 No. First Street  
Fresno, CA 93755  
559/248-0287 FAX (559) 224-7016

California Rice Commission  
PO. Box 255829 (701 University Avenue  
Sacramento, CA 95865-5829 (95825)  
916/929-2264 FAX 916/929-0732

CA Rice Research Advisory Board  
PO Box 507  
Yuba City, CA 95992  
530/673-6247 FAX 530/674-0426

CA Wild Rice Board  
335 Teegarden Street  
Yuba City, CA 95991  
530/673-1927 FAX 530/671-4664

CA Sheep Commission  
1220 N Street, Suite A-247  
Sacramento, CA 95814  
916/654-1245 FAX 916/654-1250

CA Strawberry Commission  
P.O Box 269  
Watsonville, CA 95077-0269  
831/724-1301 FAX 831/724-5973

Processing Strawberry Advisory Bd.  
741 E. Lake Avenue  
Watsonville, CA 95077-0929  
831/724-5454 FAX 831/724-0295

CA Table Grape Commission  
392 W. Fallbrook, #101  
Fresno, CA 93711-6150  
559/447-8350 FAX 559/447-9184

CA Tomato Commission  
1625 E. Shaw, Suite 122  
Fresno, CA 93710

559/230-0116 FAX 559/230-0635

Processing Tomato Advisory Board  
P. O. Box 980067  
W. Sacramento, CA 95798-0067  
916/371-3470 FAX 916/371-3476

CA Walnut Commission  
1540 River Park Drive, Suite 203  
Sacramento, CA 95815  
916/646-3807 FAX 916/923-2548

CA Wheat Commission  
P. O. Box 2267  
Woodland, CA 95776  
530/661-1292 FAX 530/661-133