

County of Marin
Crop and Livestock Report
2025

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Acknowledgements

We dedicate this report to the sheep and wool farmers, ranchers and producers in Marin County. There are many more producers in Marin County who are not showcased in this report. We hope you enjoy the stories of the producers featured. Special thanks to the following for providing quotes and photographs:

Marcia Barinaga, Rebecca Burgess, Jim Jensen, Mimi Luebbermann, Liebe Patterson, and Joe Pozzi.

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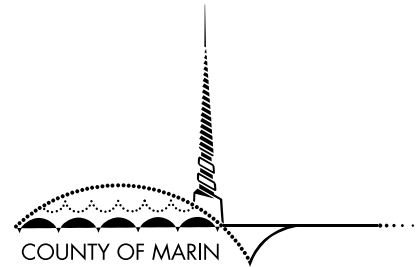
Commissioner's Letter

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It is my privilege to present the 2025 Marin County Crop and Livestock Report. This report is prepared in accordance with Sections 2272 and 2279 of the California Food and Agricultural Code and summarizes the acreage, production, and gross value of agricultural products produced in Marin County.

The total gross value of Marin County's agricultural production for 2025 was \$94,134,000, an increase of 12% from the 2024 value of \$83,817,000. It is important to note that the figures provided here are gross values and do not represent or reflect net profit or loss experienced by individual growers or the industry as a whole.

Cattle & Calves, valued at \$23,000,000, was the top grossing agricultural commodity, up 43% from 2024. Poultry ranked second in value, increasing 2% to \$22,364,000. Organic Milk was third in value totaling \$21,452,000. The value of Field Crops increased 12%. The value of Fruit, Vegetable & Nursery Crops decreased 12%. The value of Aquaculture rose 33% to \$8,500,000.

This year's report highlights our "woolshed." As we have shared in previous reports, Marin is ideally suited for grazing; its long, cool growing season supports highly productive grasslands. During the 1900s, Marin had more than 50,000 sheep and produced over 300,000 pounds of wool each year. Today, wool has many new uses in textiles and industry, along with its traditional use in clothing. These new uses create opportunities to grow the local wool economy. More wool production could open new markets for local producers. It could also replace plastics, microplastics, and other synthetic materials with strong, biodegradable natural fibers. In addition, targeted grazing can help manage vegetation and reduce wildfire fuels. These opportunities represent true "win-win" outcomes for agriculture, industry, and the environment. In this report, we explore the many parts of the "Marin Woolshed" while also highlighting the deeply dedicated shepherds, educators, entrepreneurs, and climate leaders who are helping shape its future.

Special recognition goes to Allison Klein, Danielle Diaz, Lorraine Triana Rueda, Olivia Wynkoop, Myisha Quintanar, and Bob Dell for their herculean effort in the production of the report as well as all the team who assisted in compiling and analyzing the information. I would like to express my appreciation to the many individuals who contributed the information necessary to prepare this report.

Respectfully submitted,

Joe Deviney
Agricultural Commissioner



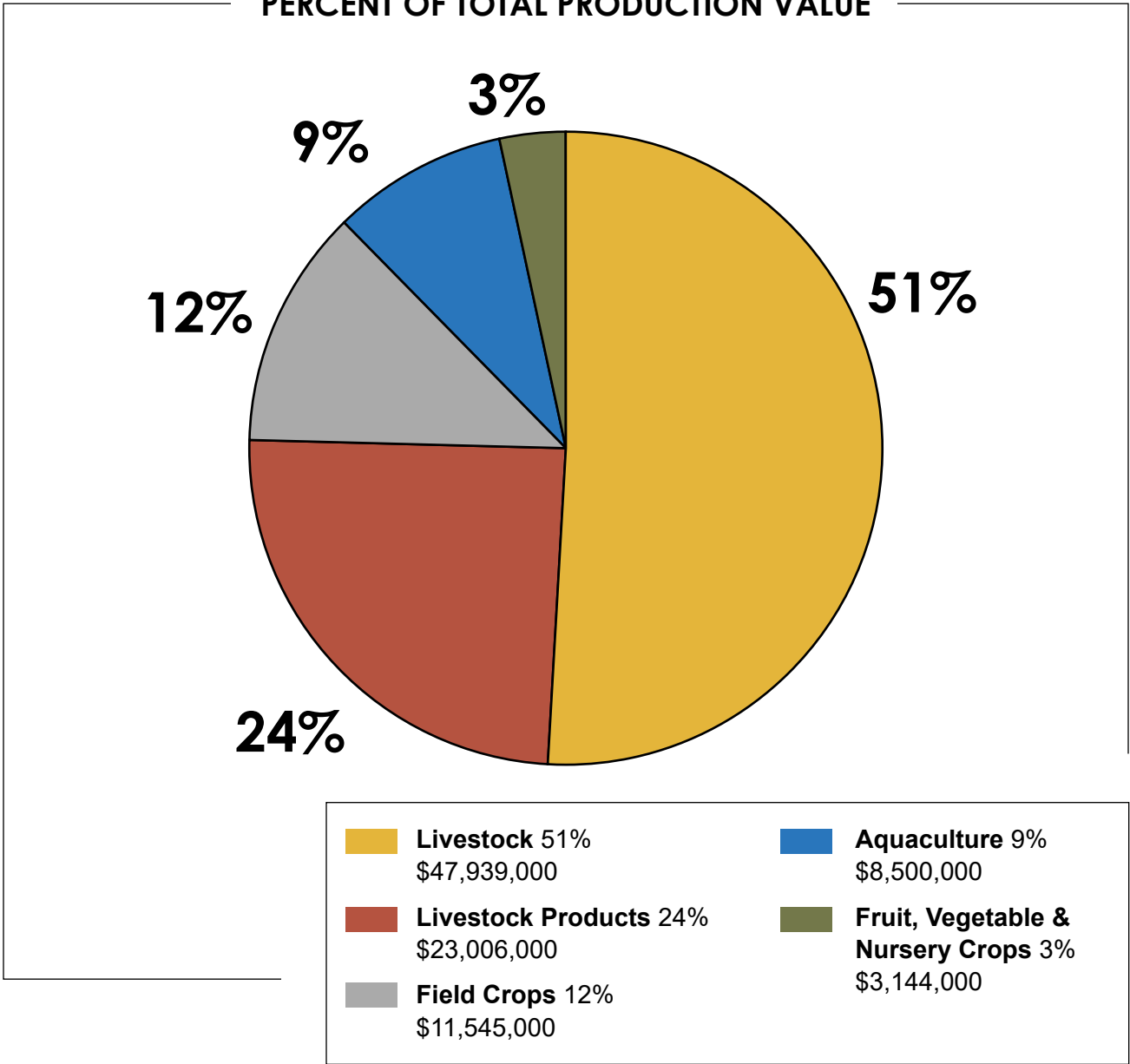
Production Summary

The gross value of all agricultural production in Marin County for 2025 was approximately

\$94,134,000

which represents an increase of approximately 12% compared to the 2024 gross value of \$83,817,000

PERCENT OF TOTAL PRODUCTION VALUE



Values may not add due to rounding.

10 YEAR SUMMARY

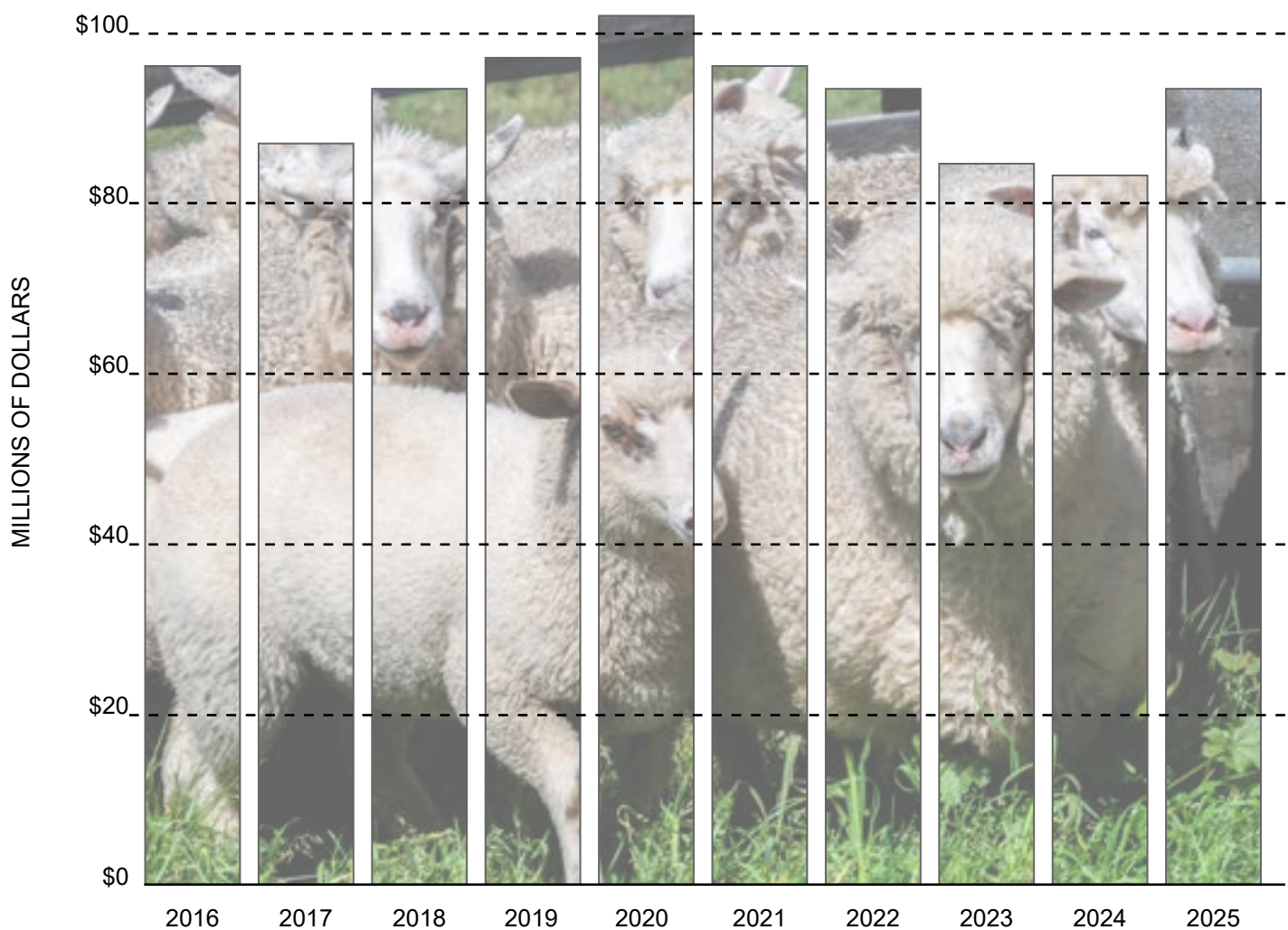


Photo by: Bob Dell. **Image Caption:** A flock of sheep grazing at Jensen Ranch.



LIVESTOCK & AQUACULTURE

	Year	Number of Head	Price per Head	Total Gross Value
Cattle & Calves	2025	11,500	\$2,000	\$23,000,000
	2024	10,100	\$1,600	\$16,100,000
Sheep & Lambs	2025	10,300	\$250	\$2,575,000
	2024	9,930	\$212	\$2,105,000
Poultry	2025	N/A	N/A	\$22,364,000
	2024	N/A	N/A	\$21,947,000
Aquaculture	2025	N/A	N/A	\$8,500,000
	2024	N/A	N/A	\$6,400,000

Note:

Cattle & Calves includes calves, cows, bulls, heifers, and steers.

Poultry figures include fryers, pigeons, chicken, duck, and quail eggs for consumption.

Aquaculture values based on report prepared by California Department of Fish & Wildlife. Aquaculture figures include oysters, mussels, and clams.

LIVESTOCK PRODUCTS

	Year	Production	Price per Unit	Total Gross Value
Milk (Organic)	2025	692,000 cwt.	\$31.00	\$21,452,000
	2024	736,000 cwt.	\$29.40	\$21,638,000
Milk (Conventional)	2025	75,500 cwt.	\$20.20	\$1,525,000
	2024	79,000 cwt.	\$21.60	\$1,706,000
Wool	2025	24,700 lb.	\$1.18	\$29,000
	2024	23,900 lb.	\$1.15	\$27,000

Note:

Wool figures include sheep, alpaca, and llama. Values may not add due to rounding.

FIELD CROPS

	Year	Harvested Acreage	Production	Price per Unit	Total Gross Value
Hay	2025	820	1,510 tons	\$185	\$279,000
	2024	1,030	1,670 tons	\$176	\$294,000
Silage	2025	1,150	10,950 tons	\$70	\$766,000
	2024	1,050	10,400 tons	\$62	\$645,000
Pasture	2025	154,000	N/A	\$68/acre	\$10,500,000
	2024	154,000	N/A	\$61/acre	\$9,394,000

Note:

Much of the hay and silage is not sold, but used on the farm; value determined by its feed equivalent. Hay values include rye and oat hay.

Pasture values based on average potential grazing value per acre of forage.

Pasture includes irrigated and non-irrigated pasture and rangeland.

FRUIT, VEGETABLE & NURSERY CROPS

	Year	Planted Acres	Harvested Acres	Production	Total Gross Value
Fruits & Vegetables	2025	237	245	N/A	\$2,116,000
	2024	228	244	N/A	\$2,430,000
Wine Grapes	2025	143	129	254 tons	\$884,000
	2024	143	136	252 tons	\$978,000
Nursery Products	2025	7.45	N/A	N/A	\$144,000
	2024	7.5	N/A	N/A	\$153,000

Note:

Values may not add due to rounding.

Following the USDA National Agricultural Statistics Service methodology for Acreage Harvested, acreage harvested and planted repeatedly during the year for vegetables is counted each time.

Planted Acres for wine grapes reflects bearing acres.

Nursery Products include nursery stock and cut flowers.

Recapitulation

	2024	2025	Percent Change
Livestock & Aquaculture	\$46,552,000	\$56,439,000	21%
Livestock Products	\$23,371,000	\$23,006,000	-2%
Field Crops	\$10,333,000	\$11,545,000	12%
Fruit, Vegetable & Nursery Crops	\$3,561,000	\$3,144,000	-12%
GRAND TOTAL	\$83,817,000	\$94,134,000	12%



Photo by: Bob Dell. **Image Caption:** An alpaca at Windrush Farm.



2025 PEST EXCLUSION ACTIVITIES

Pest Exclusion programs focus on preventing the entry and establishment of exotic pests and limiting the interstate and intrastate movement of newly discovered pests. Staff inspect incoming high-risk plant material at mail carriers, nurseries, retailers, and homes to prevent the introduction of pests into the county.

11,727
Shipments Inspected

62

Notices of Rejection
(NORs)

Pest Species Intercepted	Scientific Name	Rating*
Boxwood scale	<i>Pinnaspis buxi</i>	A
Black thread scale	<i>Ischnaspis longirostris</i>	A
Rufous scale	<i>Selenaspidus articulatus</i>	A

Pest Species Intercepted	Family Name	Rating*
Whitefly	<i>Aleyrodidae</i>	Q
Armored scale	<i>Diaspididae</i>	Q
Mealybug	<i>Pseudococcidae</i>	Q

*Eradication is mandatory. Regulatory action is taken immediately to prevent establishment and spread.

2025 PEST DETECTION ACTIVITIES

Pest Detection is the systematic search for exotic pests outside of a known infested area. Insect traps are placed and monitored throughout the county to ensure early detection of exotic pests that are known to be detrimental to agriculture and the environment.

1,354
Total # of Traps

13,273
Total # of Trap
Servicings

Target Pest	# of Traps	# of Trap Servicings
Asian Citrus Psyllid	197	985
European Grapevine Moth	12	186
Glassywinged Sharpshooter	243	3486
Japanese Beetle	133	266
Mediterranean Fruit Fly	227	2979
Melon Fly	94	1222
Oriental Fruit Fly	185	2384
Other exotic fruit flies	94	1222
Spongy Moth	197	985

Photo by: Tomasz. Image Caption: Mediterranean fruit fly (*Ceratitis capitata*).



Woven Into Marin County

Fibershed – Rebecca Burgess

Wool is experiencing a resurgence, and in Marin County, that moment reaches far beyond the ranch.

For Rebecca Burgess, founder of Fibershed, wool is more than fiber for clothing. It represents a connection between the land, the people who steward it, and the makers who transform it into useful products. From grazing landscapes that support ecosystem health to artisans creating locally made goods, wool tells the story of a regional economy rooted in place. Burgess often describes this as a “three-legged stool” model, where a shepherd can produce lamb, harvest wool, and maintain grazing contracts that support vegetation management and wildfire risk reduction—together forming a viable and sustainable agricultural business.

Born in Marin and now leading a global network of more than 79 Fibershed affiliates, Burgess has spent years helping communities reconnect with natural fibers and the landscapes that produce them. Through partnerships with ranchers, farmers, designers, dyers, and makers, Fibershed is working to strengthen a regional fiber economy that supports both environmental stewardship and local livelihoods.

As interest grows in natural alternatives to synthetic materials, wool is gaining renewed attention for its durability, renewability, and biodegradability. In Marin County, that



renewed interest represents more than a market opportunity, it highlights the role that working landscapes, skilled craftspeople, and community partnerships can play in building a resilient regional economy. From ranches and grazing lands, to studios and local businesses, wool helps connect the people and places that make Marin unique.

Photos by: Bob Dell. **Image Captions:** Top: Fiber samples and naturally dyed textiles displayed at Fibershed. Center: Rebecca Burgess, founder of Fibershed, at the Fibershed studio. Bottom: Natural dyes and pigments used for textile coloring at Fibershed.

Keeping Marin's Wool Moving

The Wool Shed – Liebe Patterson



When Liebe Patterson opened The Wool Shed in the Cowgirl Barn in Point Reyes Station, she was not setting out to create a traditional retail store. A longtime knitter and small-scale sheep owner, she saw an opportunity to create a space where local wool could be seen, appreciated, and purchased while connecting Northern California fiber producers with customers who may never have sought out local wool products on their own. Along with the other vendors in the Cowgirl Barn – The West Marin Culture Shop, Wild West Ferments and Flower Bed Florals – The Wool Shed highlights the bounty of West Marin.

Now in its second year, The Wool Shed has become a marketplace for regional wool goods and an important support system for local fiber producers. Patterson purchases products, many of them certified as Climate Beneficial by Fibershed, directly from producers, artisans and processors creating a reliable revenue stream that helps cover the costs of processing and preparing next year's wool clip.

Inside the shop, residents and out-of-town visitors discover that there are many creative and beautiful ways to use wool. In addition to yarn for knitting, popular products include wool bedding, pillows, felted goods, dryer balls, sheepskins, and handcrafted accessories. In addition, wool pellets made by Point Reyes



Compost Company from waste wool are sold to use as a slow-release fertilizer that increases the water holding capacity of the soil.

Patterson also raises sheep, including rare Ouessant and Shetland sheep, that graze grasses and support soil fertility on her Nicasio farm, bringing a personal perspective that shapes The Wool Shed's mission to keep local wool visible, valued, and connected to Marin's agricultural future.

Photos by: Bob Dell. **Image Captions:** Top: Wool products and handcrafted goods displayed at The Wool Shed in Point Reyes. Center: Liebe Patterson, owner of The Wool Shed. Bottom right: Locally produced skeins of wool yarn available at The Wool Shed.



Wool, Land, and Legacy at Jensen Ranch

Jensen Ranch – Jim Jensen

More than a century and a half after his ancestors first settled in West Marin, Jim Jensen is continuing the family tradition of sheep ranching in Tomales. A sixth-generation rancher, Jensen blends generations of agricultural knowledge with modern conservation planning practices to support healthy rangelands, productive livestock and the long-term sustainability of local working lands.

Jensen's family traces its roots in the area back to the 1850s, when Irish immigrants homesteaded land and helped establish the township that remains central to West Marin today. Growing up in a ranching family rooted in the land shaped Jensen's belief that agriculture is both a livelihood and a responsibility; to care for the land, animals, and carry forward the opportunity for future generations.

Today, the Jensen family raises coarse-wool sheep descended from Northern European breeds well adapted to Marin's coastal climate.

The sheep produce high quality grass finished lamb and wool while thriving on local range and pasture lands. Their fleece is transformed into bedding products, including wool comforters, pillows, and dryer balls, in addition to pelts.

For Jensen, wool production is more than creating an additional marketable product. Through a Fibershed-inspired model based on regional fiber systems that support climate-beneficial agriculture, proceeds from wool sales fund conservation practices on the ranch. These practices support soil health, carbon farming goals and long-term ecosystem resilience. The approach creates a cycle in which healthy soils grow to forage, sheep produce wool (in addition to meat) and income is reinvested in the land.

Sheep also have a lot to offer as a tool in land stewardship. Sheep browse more than cattle but less than goats, so they can help reduce brush encroachment, recycle nutrients, improve soil health and maintain productive grasslands.

Photo by: Bob Dell. **Image Caption:** Jim Jensen overlooks a flock of sheep at Jensen Ranch.



Wool helps support working landscapes in addition to being a non-synthetic miracle fiber. Revenue from wool products contributes to stewardship efforts that improve soil health, protect open space, and sustain agricultural operations, creating benefits that extend far beyond the fiber itself.

“

The connection to place, stewardship and community keeps us going.

”



Grazing sheep alongside cattle can enhance productivity because they utilize different forage species and help break parasite cycles. Sheep are also a growing tool used in “targeted grazing” efforts to reduce wildfire fuel loads while benefiting local biodiversity.

By combining livestock production, wool marketing, conservation and grazing management, the Jensen family is carrying forward a sheep-ranching tradition while demonstrating how working lands can support both agricultural production and environmental stewardship.

Photos by: Bob Dell. **Image Captions:** A flock of sheep at Jensen Ranch. Center left: Jim at Jensen Ranch. Center right: Jim Jensen holds a lamb while standing with his flock. Bottom: Jim displays freshly shorn wool at Jensen Ranch.



A Lifetime Perspective on Marin's Changing Wool Industry

Pozzi Ranch – Joe Pozzi

“

We need to support our agricultural community.

”

Wool is more than a product and for Joe Pozzi, it is part of a family legacy rooted in Marin County ranching. Raised on a family ranch near Dillon Beach and Valley Ford, Pozzi grew up surrounded by livestock and agriculture. While his family's business began as a dairy, sheep remained a constant presence, laying the foundation for a career that would eventually span ranching, wool production, and industry leadership.

Through his experience, Pozzi has seen the evolution of California's wool industry. He has witnessed local processing facilities disappear, forcing producers to send wool farther away for cleaning and manufacturing. At the same time, he has seen renewed interest in natural fibers and consumers seeking products made from renewable materials.

Today, Pozzi works with British sheep breeds that produce strong, resilient wool well suited for Marin's coastal environment. He explains

that quality wool begins with healthy animals, nutritious food, and careful management. Features such as staple length (the length of individual wool fibers), fiber strength, and crimp help determine how wool performs in finished products, from bedding to home goods.

Through Sonoma Wool Company, he has helped transform locally sourced wool into a variety of products, from beautiful wool blankets to comforters, dryer balls, and dish-drying mats that take advantage of wool's natural breathability, moisture absorption, and durability while offering consumers a chance to support local wool producers.

Looking back across decades in agriculture, Pozzi sees both challenges and opportunities ahead. While the industry has become more dependent on distant processing and global markets, he believes consumers are recognizing the value of locally produced wool. For him, that growing appreciation represents an opportunity to connect people not only to a remarkable natural fiber, but also to the ranches and families that produce it.

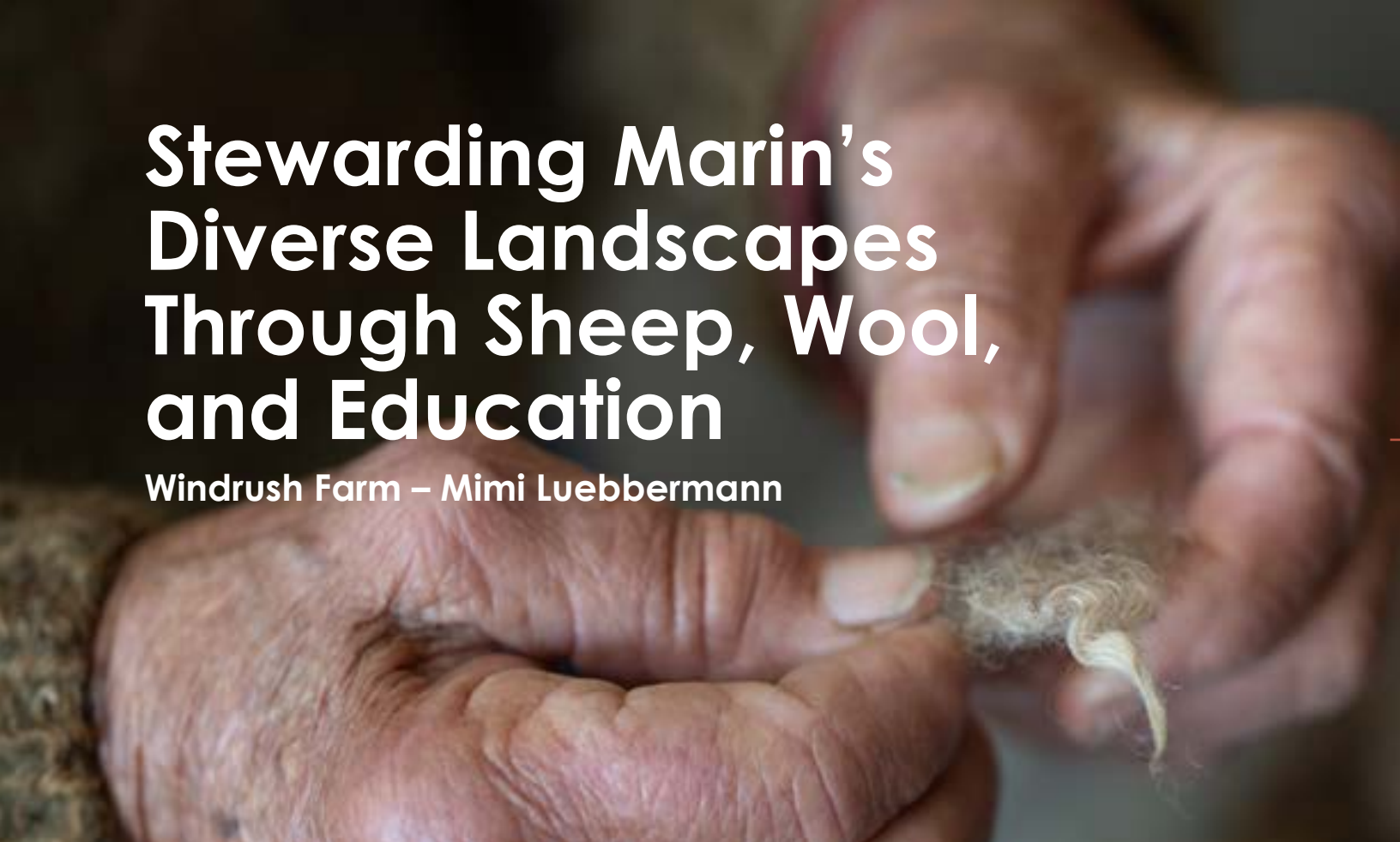


Wool's versatility makes it useful far beyond clothing. Naturally breathable, moisture-wicking, and durable, it can be transformed into products ranging from blankets and bedding to household goods, bringing the benefits of local wool into everyday life.

Photos by: Bob Dell. **Image Captions:** Left page: Joe Pozzi holds a freshly shorn fleece at Pozzi Ranch. Top right: Joe examines the quality of a wool fiber. Center right: Joe displays freshly shorn wool at Sonoma Wool Company. Bottom right: Joe with a finished wool blanket at Sonoma Wool Company.

Stewarding Marin's Diverse Landscapes Through Sheep, Wool, and Education

Windrush Farm – Mimi Luebbermann



For Mimi Luebbermann, sheep are more than livestock. They are partners in maintaining Marin County's healthy, working landscapes.

After leaving a career in event planning and agricultural organizations, Luebbermann found her home in Marin County, where she has spent the past 31 years raising sheep, alpacas, and other fiber-producing animals while producing wool and welcoming visitors to learn about agriculture, grazing, and wool production. Over the years, her work has expanded beyond fiber production into a broader mission of education and land stewardship.

Luebbermann moves her animals across pastures to graze, allowing grasses and other vegetation time to recover. These grazing practices help manage plant growth, support healthy soils, and reduce the buildup of dry vegetation that can contribute to wildfire risk. Like many Marin ranchers, she views grazing as an important tool for maintaining healthy working landscapes while balancing the challenges of drought, water availability, and environmental changes.

Photos by: Bob Dell. **Image Captions:** Top: Mimi Luebbermann holding wool fiber. Bottom: Mimi holds a freshly shorn fleece at Windrush Farm.

“

People know more about hard drives than they do about a lamb.



Education remains at the heart of her work. Through farm tours, workshops, and school field trips, and her presence at the Civic Center Farmers' Market, Luebberrmann introduces children and adults to the origins of food and fiber, helping bridge the growing disconnect between people and agriculture. She believes that understanding farming, livestock, and natural resources is essential to preserving Marin's agriculture heritage and inspiring future generations to care for the land.

Wool production is one part of that larger story. From raising sheep and harvesting fleece to teaching spinning, weaving, knitting, felting, and other fiber arts, Luebberrmann demonstrates how natural fibers can connect people to local

agriculture and sustainable land management. As interest in wool continues to grow, she sees an opportunity to increase awareness of the many ways grazing, agriculture, and working lands contribute to Marin County's environmental and community resilience.

Every wool product tells a story. For Mimi Luebberrmann, wool connects consumers to the land, livestock, and people behind local agriculture, turning a natural fiber into a tangible link to Marin's ranching heritage.

Photos by: Bob Dell. **Image Captions:** Top row (left to right): Mimi demonstrates wool carding; Mimi spins wool into yarn; sheep graze at Windrush Farm. Bottom row (left to right): Mimi holding a bunny; sheep at Windrush Farm.

Every Fleece Tells a Story of Care and Craft

Barinaga Ranch – Marcia Barinaga



For Marcia Barinaga, producing exceptional wool begins long before shearing day. A longtime Marin sheep producer and award-winning wool grower, Barinaga has built a reputation for premium fiber through careful breeding, meticulous sheep management, and commitment to quality at every stage of production.

Her wool has earned top honors at fleece competitions throughout California, including Grand Champion and Reserve Champion awards. Those accolades reflect years of refining her approach and paying close attention to every factor that influences fiber quality.

One of the most distinctive features of Barinaga's process is her use of sheep coats. Worn year-round and changed several times as the fleece grows, they keep vegetable matter and feed debris out of the wool. By protecting the

Photos by: Olivia Wynkoop. **Image Captions:** Top: Sheep graze beneath a stand of trees at Barinaga Ranch. Bottom: Marcia Barinaga at Barinaga Ranch.

“

Every fleece is given individual attention.

”



fleece from contamination, they help preserve cleanliness, consistency, and overall quality.

Producing premium wool is a labor-intensive process. Each fleece is individually skirted, evaluated, photographed, and cataloged before being sold or entered in competition. Barinaga also focuses on genetics, nutrition, and animal care, recognizing that healthy sheep produce better wool.

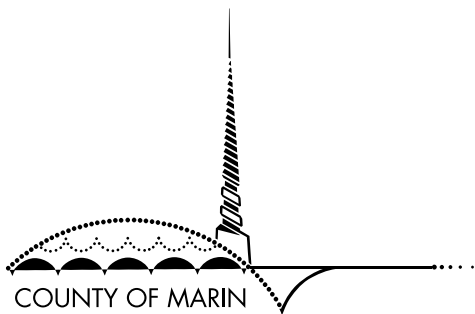
While the demand for high-quality fiber continues to grow, producing premium wool remains challenging. Rising costs, labor requirements, and limited regional wool-processing infrastructure make it difficult for small producers to maintain the level of care required to produce exceptional fiber.

Barinaga remains dedicated to the craft. Her work reflects a tradition of stewardship and attention to detail, demonstrating that outstanding wool is not simply grown, it is carefully cultivated through knowledge, patience, and a deep commitment to quality.



Quality wool starts long before shearing. Healthy sheep, careful breeding, and good land stewardship all influence the fiber's strength, softness, and durability. For Marcia Barinaga, producing wool is about caring for both animals and the landscape that supports them.

Photos by: Olivia Wynkoop. **Image Captions:** Top row (left to right): Sheep resting in the shade; a lamb at Barinaga Ranch. Bottom row: Great Pyrenees livestock guardian dogs at Barinaga Ranch.



Promoting and protecting agriculture
and environmental quality, and ensuring
equity in the marketplace.

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