

Managing Manure
in
California's Central Valley

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Recent Trends in Concentration of
AFOs Places Nutrient Burden on
Surrounding Crop and Pasture Lands

Manure Nutrients Applied to Land
Often Exceed Assimilative Capacity

Nutrients Ultimately Find Their Way
to Water Resources

Federal and State Regulations Limit
Land Application of Manure Nutrients

In California

AFOs concentrated in the Tulare and San Joaquin River Basins

70% of Livestock (~28% in Tulare County)

97% of Poultry (~62% in Merced and Stanislaus County)

38% of Egg Production

86% of Hogs (67 % in Tulare County)

In the Central Valley we have an
Added Concern

Each Ton of Manure contains ~50-
100 lbs of Salt

No Suitable Outlet to Drain Salts
from the Tulare Basin and San
Joaquin Basin

California's Concentration of AFOs And Limited Cropland and Pastureland Suggests Grave Consequences

Recent Studies Suggest Losses to AFOs
in the Billions

Some Suggest Losses of Nearly 50%

Past Studies Did Not Anticipate
Structural Change in Cropping
Patterns Due to

Change in Corn Demand
Delta Smelt

Large Decline in Available Acreage
for Spreading Manure are Expected

Salt Concerns, however, could
Eliminate Land Application of
Manure in Tulare and San Joaquin
Basins

Potentially Severe Implication for
Animal Agricultural in the Central
Valley.

Analysis Estimates Economic
Consequences of Nutrient
Constraints on Central Valley AFOs

And Cost of Eliminating Salt Loading
from AFOs in Tulare and San Joaquin
Basins.

Animal Feeding Operations in the Central Valley of California

Dairy Cows

Broilers

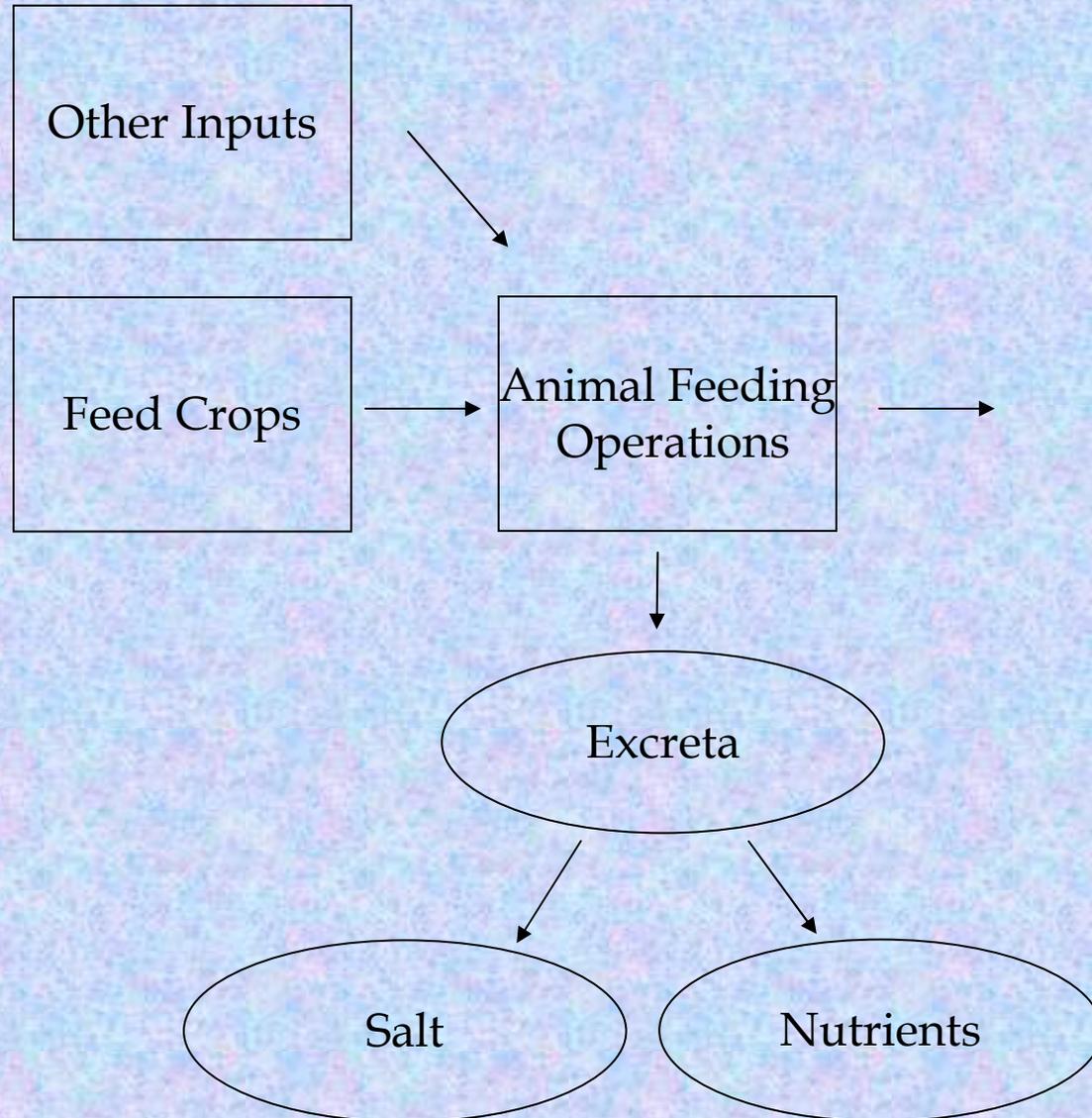
Layers

Hogs

Feedlots

~63% of California AFOs

A Simplified Model of AFOs



Construction of a Baseline 2030 Scenario

CVPM Region Delineation

Nutrient Constraints with 100% WTAM

No Increased Cost of Feed Input

No Accounting of Salt

Willingness to Accept/Apply Manure (WTAM)

Disadvantages of Using Manure

Pathogens

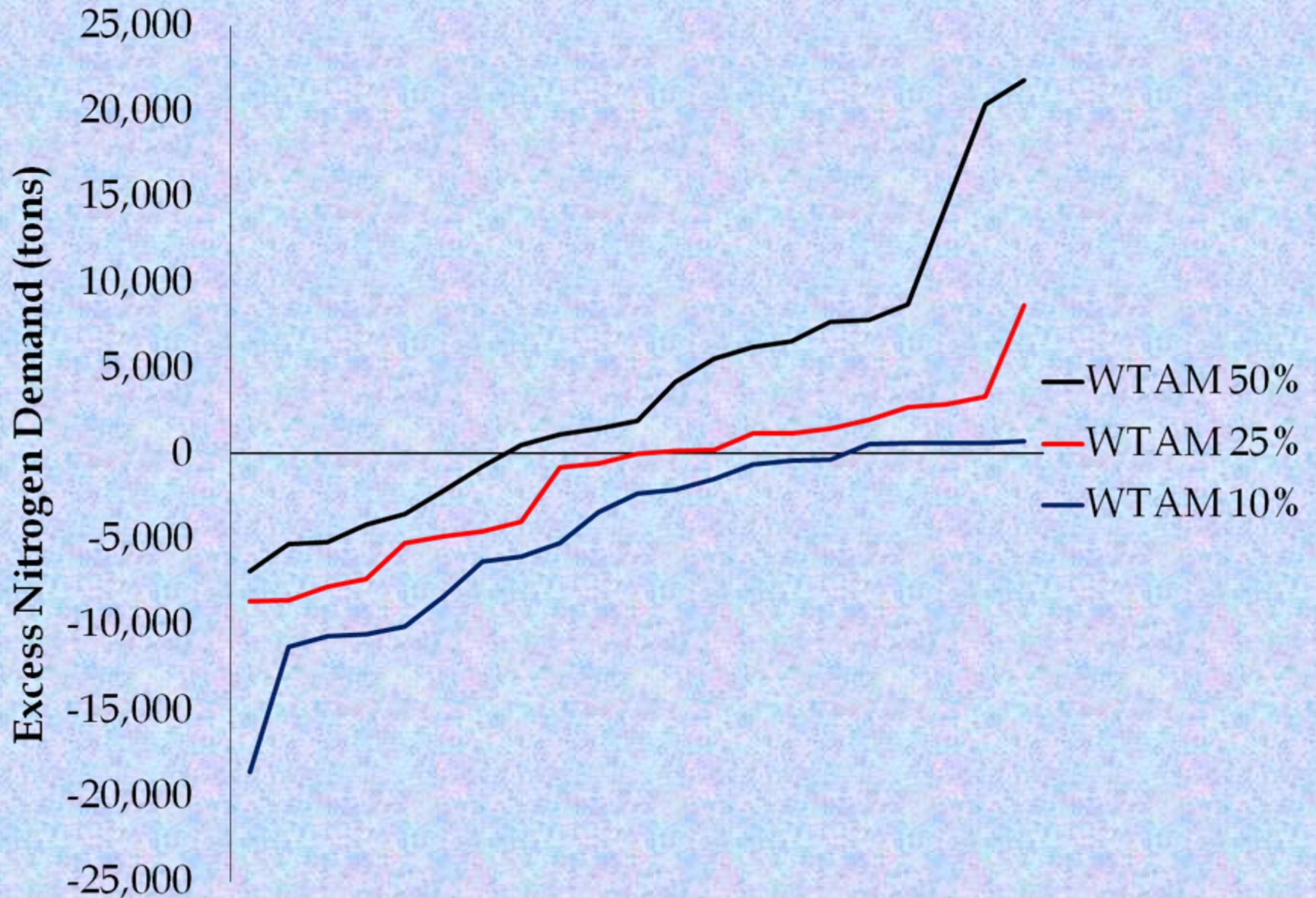
Lack of Uniformity

Handling

Incompatible Nutrient Concentrations

Salt Concentrations

All AFOs



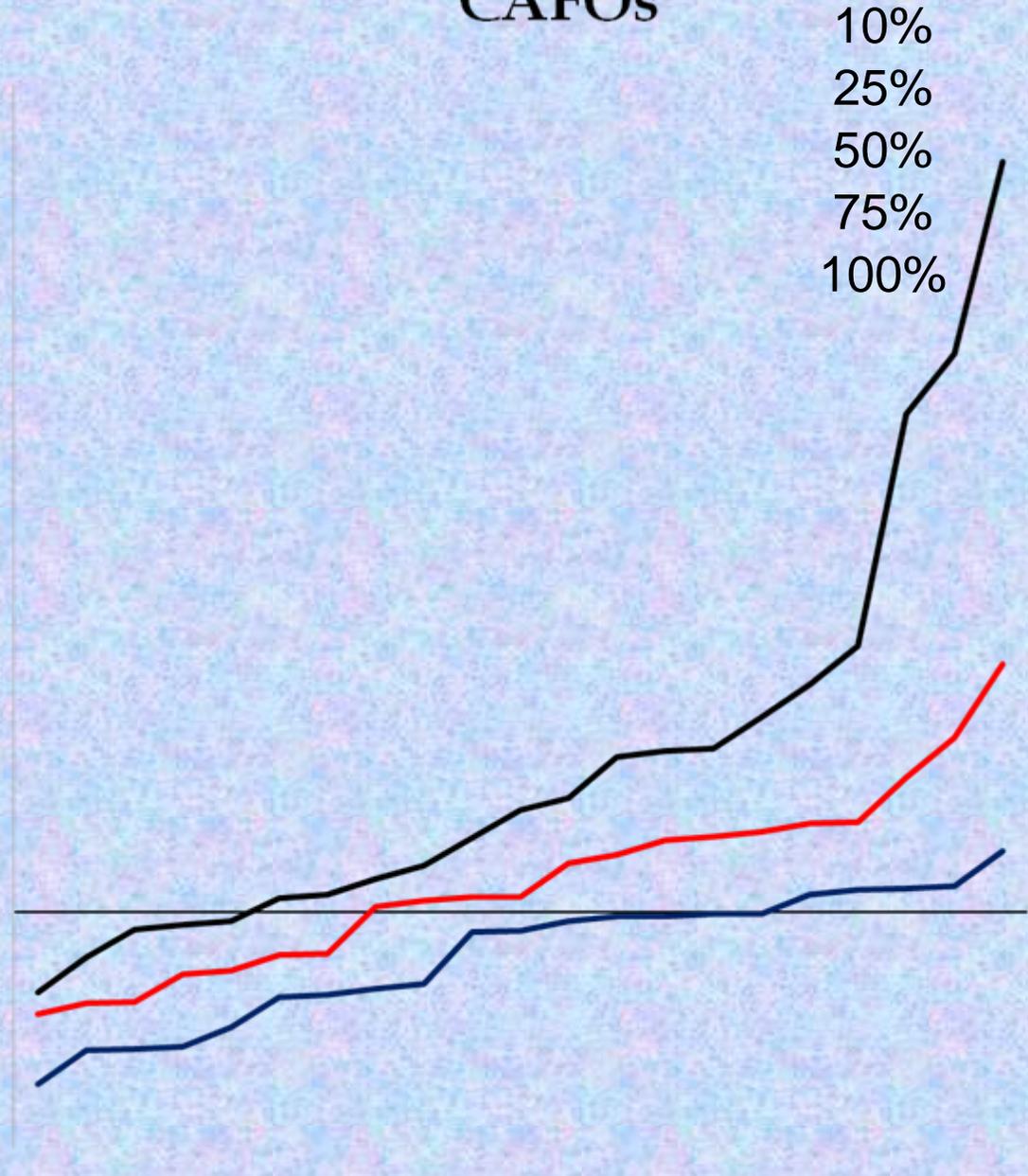
CAFOs

WTAM	AFOs	CAFOs
10%	16	16
25%	11	7
50%	7	5
75%	5	2
100%	3	2

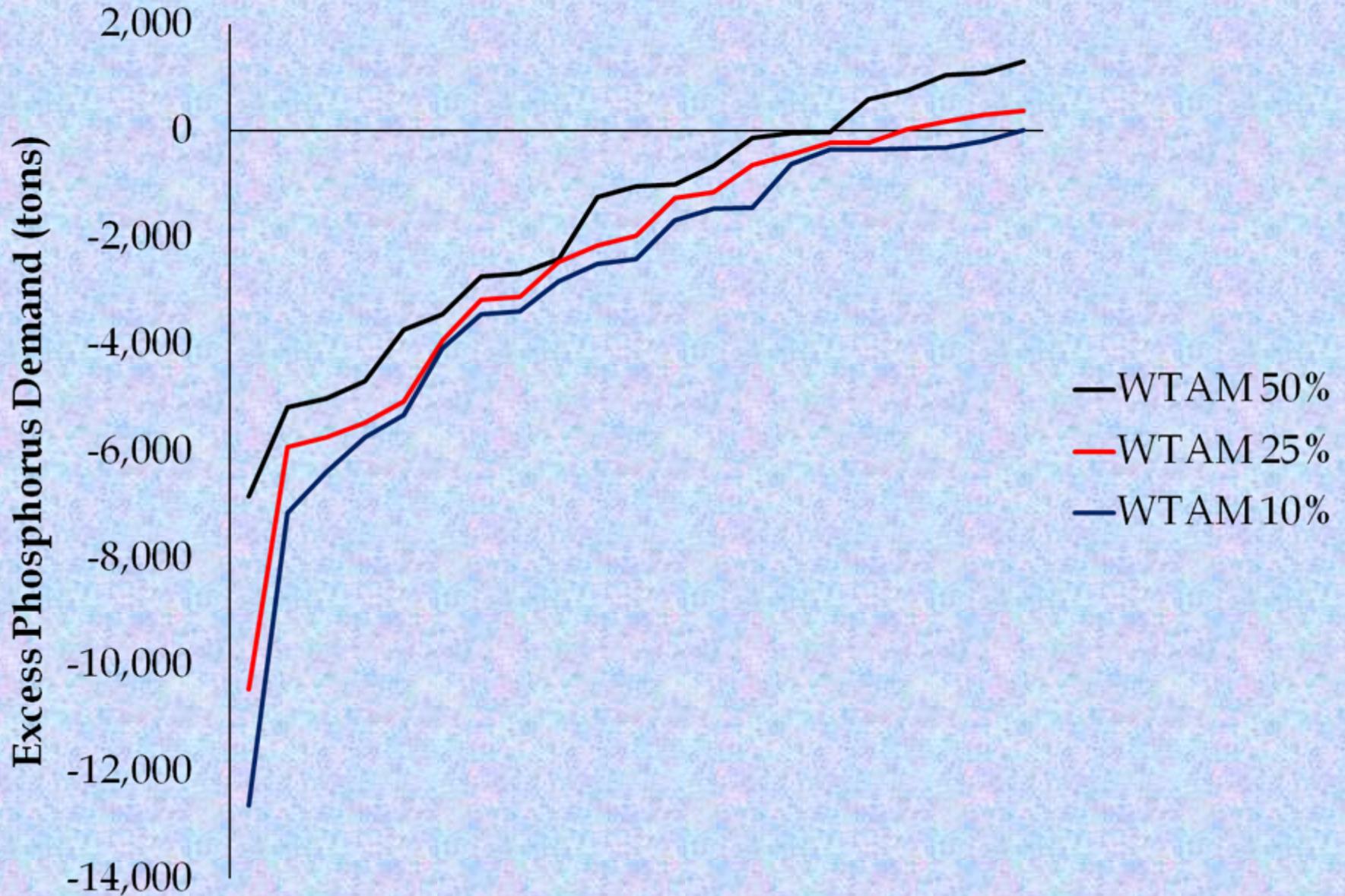
Excess Nitrogen Demand (tons)

35,000
30,000
25,000
20,000
15,000
10,000
5,000
0
-5,000
-10,000

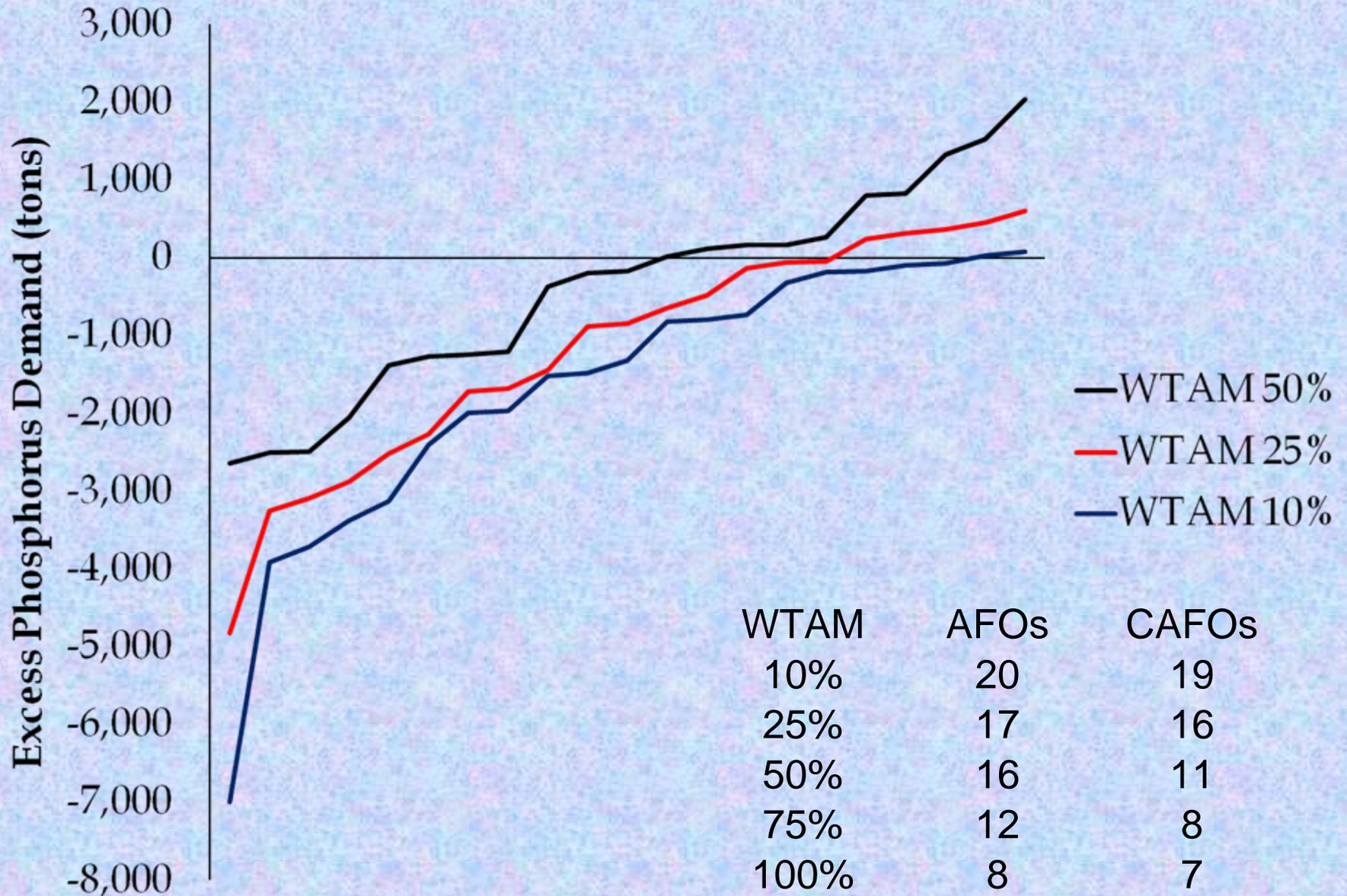
— WTAM 50%
— WTAM 25%
— WTAM 10%



AFOs



CAFOs



Alternative Baseline Scenarios

Decrease in WTAM

Historically WTAM between 10-20%

Increase in Feed Cost

Results

Base Case -Nitrogen Constraint

Net Returns = \$5.66 Billion

AFO10-Nitrogen

Net Returns = \$2.42 Billion

76% Reduction in Dairy Production
in Tulare County

~100% Reduction in Hog Production

~60-80% Reduction in Cattle Production

~60-100% Reduction in Poultry Production

Results

Base Case -Nitrogen Constraint

Net Returns = \$5.66 Billion

AFO20-Nitrogen

Net Returns = \$3.74 Billion

36% Reduction in Dairy Production
in Tulare County

~100% Reduction in Hog Production

~60-80% Reduction in Cattle Production

~40-100% Reduction in Poultry Production

Results

Base Case -Nitrogen Constraint

Net Returns = \$5.66 Billion

AFO30-Nitrogen

Net Returns = \$4.44 Billion

~0% Reduction in Dairy Production
in Tulare County

~100% Reduction in Hog Production

~40-60% Reduction in Cattle Production

~60-100% Reduction in Poultry Production

Results

Base Case -Nitrogen Constraint

Net Returns = \$5.66 Billion

BaseSalt-Nitrogen

Net Returns = \$4.9 Billion

~8% Reduction in Dairy Production
in Tulare County

~100% Reduction in Hog Production

~25% Reduction in Cattle Production

Results

AFO10-Nitrogen Constraint

Net Returns = \$2.42 Billion

Salt10-Nitrogen

Net Returns = \$1.52 Billion

~100% Reduction in Dairy Production
in Tulare County

~100% Reduction in Hog Production

~50-80% Reduction in Cattle Production

~80-100% Reduction in Poultry Production

Concluding Remarks

AFOs in the Central Valley will likely incur Significant Losses due to Nutrient Constraints

Losses will Largely be Determined by Farmer Willingness to Apply Manure

Preliminary Scenarios Suggest Upwards of 50% Reduction in Net Returns

Restrictions on Salt Loads are likely to
Further Erode Returns to AFOs

Again, Losses will Largely be
Determined by Farmer Willingness to
Apply Manure

Preliminary Results Suggest Eliminating
Salt Loads in Tulare Basin will Reduce
Net Returns by an Additional 0.5 - 1
Billion Dollars Annually