

Mohave County: An Emerging Ag Market

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Key Topics:

- Agricultural Development in Kingman / Hualapai Valley
- Groundwater Management
- Pistachio Market

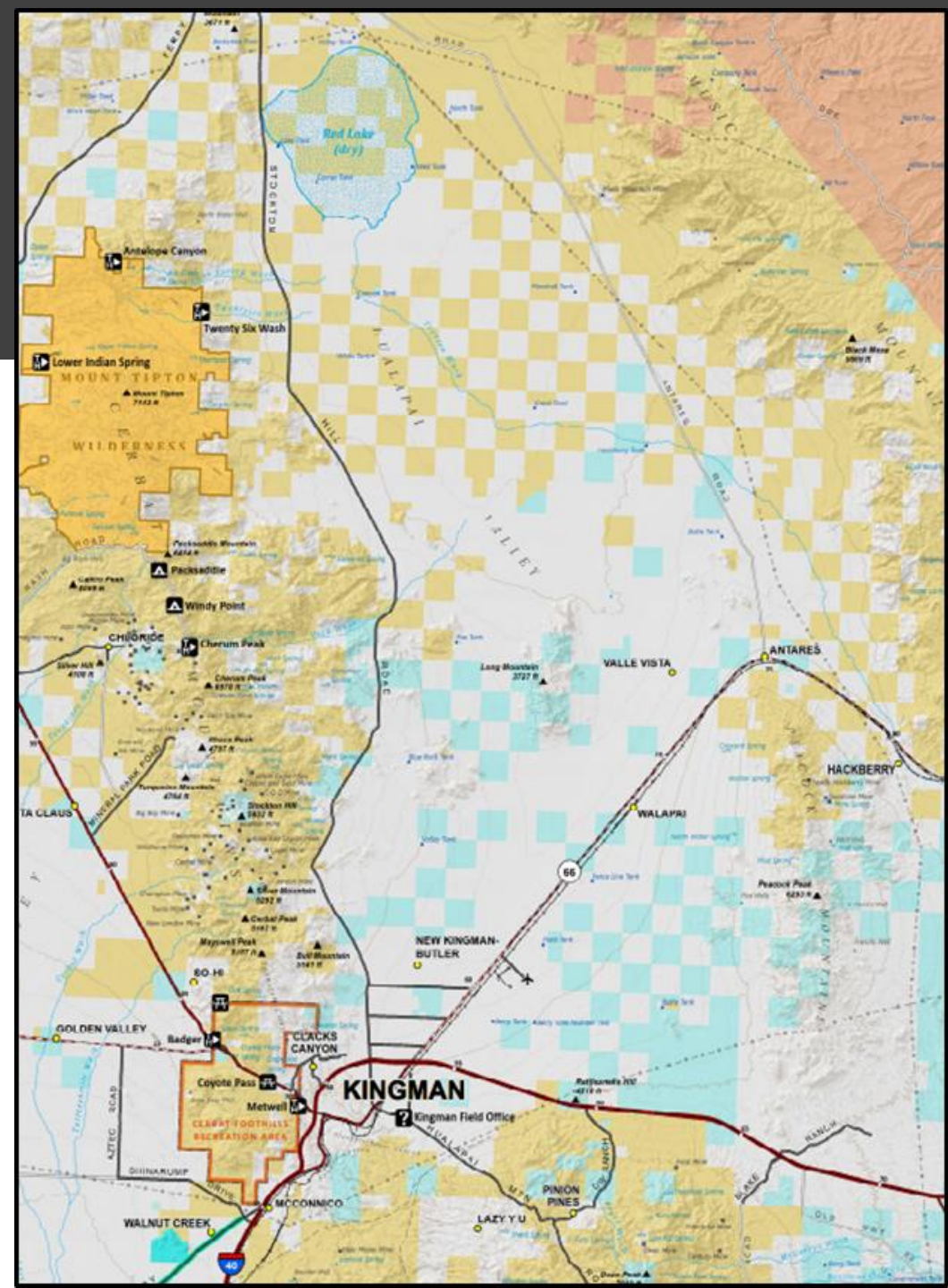


Ag History: Hualapai Valley

Private Land is Limited

Mohave County:

- 59%: BLM
- 17%: National Parks / Recreation
- 7%: State of Arizona
- 6%: Native American Reservations
- 11%: Private Ownership



Ag History: Hualapai Valley

- 2007: Land use = **3 R's**
 - Rangeland
 - Recreation
 - Residential
- Major water users
 - City of Kingman
 - Outlying housing developments
 - Valle Vista: 3,000 home sites, 18-hole golf course (1972)



Ag History: Hualapai Valley

2015: Land Rush

- ± 46 center pivots
- 5 sections of lateral-move
- ± 8,000 to 10,000 acres irrigated

Ag Pumping increases per USGS:

- 2014: 8,000 AF/Year
- 2015: 23,000 AF/Year
- 2017: 35,000 AF/Year
- 2018: 17,000 AF/Year



Ag History: Hualapai Valley

2017-2019: Nut Crop Farmers

- ± 15,000 acres purchased - Kingman
- \$1,500 - \$2,850 / acre
- ± 12,400 acres purchased – Red Lake
- \$1,300 - \$2,000 / acre

Spoiler: Only a Fraction will be Planted!



Economics: Kingman Pistachio Development

Activity	Cost Per Acre
Land Purchase	\$1,500 - \$3,000
Well Development	\$3,000 - \$5,000
Land Prep, Irrigation System & Tree Planting	\$5,500 - \$8,000
Total Cost:	\$10,000 - \$16,000

Nut Crops Planted: Hualapai Valley

Pistachios

- First plantings in 2017
- Most planted from 2019-2021
- Final plantings in 2022
- Estimated: 13,300 Acres (my guess!!!)
- Earliest are in production

Other Nuts

- Almonds: estimated 2,500 Acres
- Walnuts & Pecans: minor plantings



Then What Happened?



Local Groundwater Concerns:

2014 – ADWR states AMA is not necessary

2016 – ADWR declines county request for INA

2017 – County & Kingman sponsor groundwater study

2018 – County Assessor imposes tax on “industrial” wells

2021 – Cumulative non-exempt well applications increased from 1 in 2012 to 242 in 2021, with 182 developed

Then What Happened?

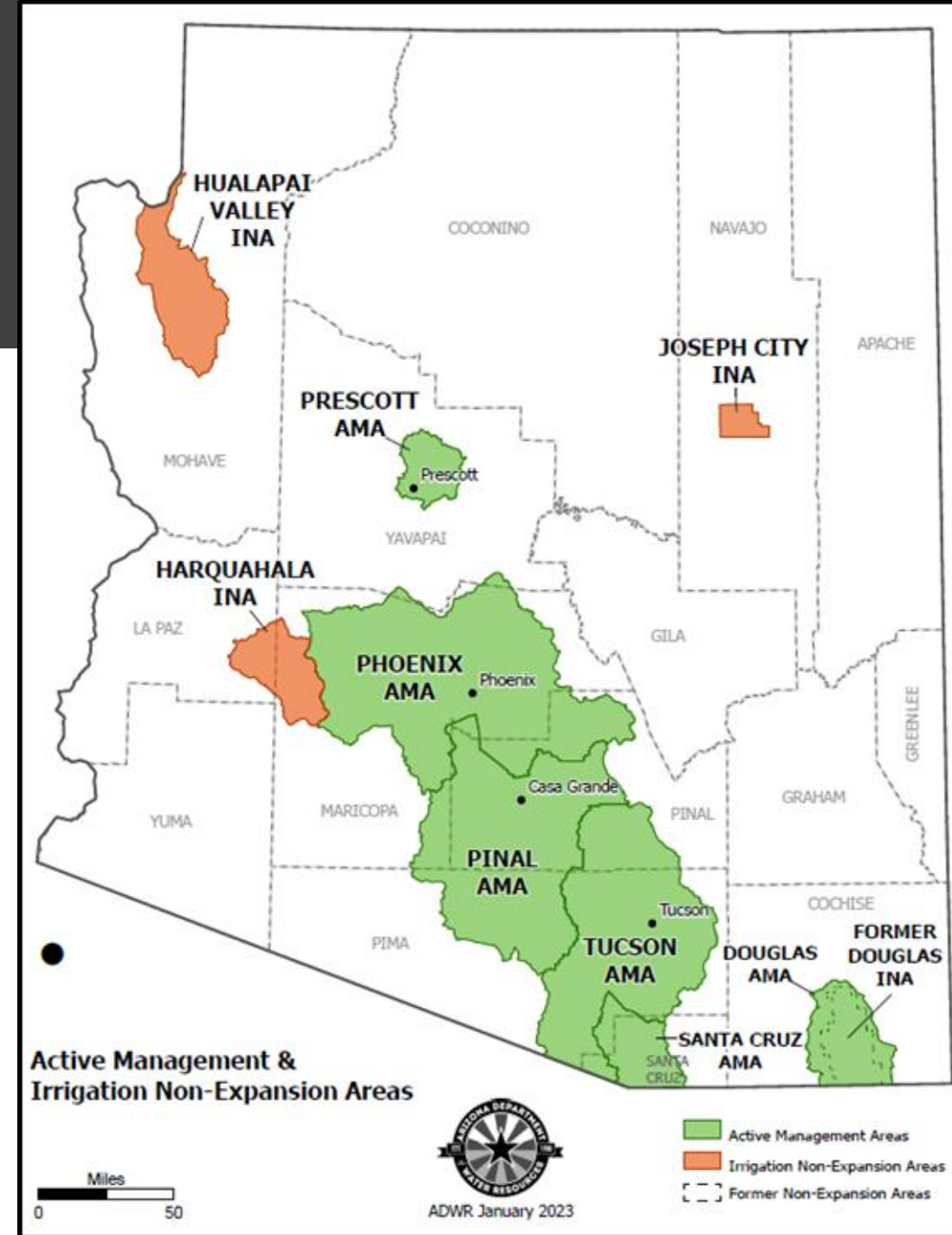
Hualapai Valley INA:

June 2022 – County again requests an INA

Dec 2022 – ADWR establishes Hualapai Valley INA

INA is effective as of October 12, 2022

Land Sales since INA? One...1,900 ac @ \$1,683/ac

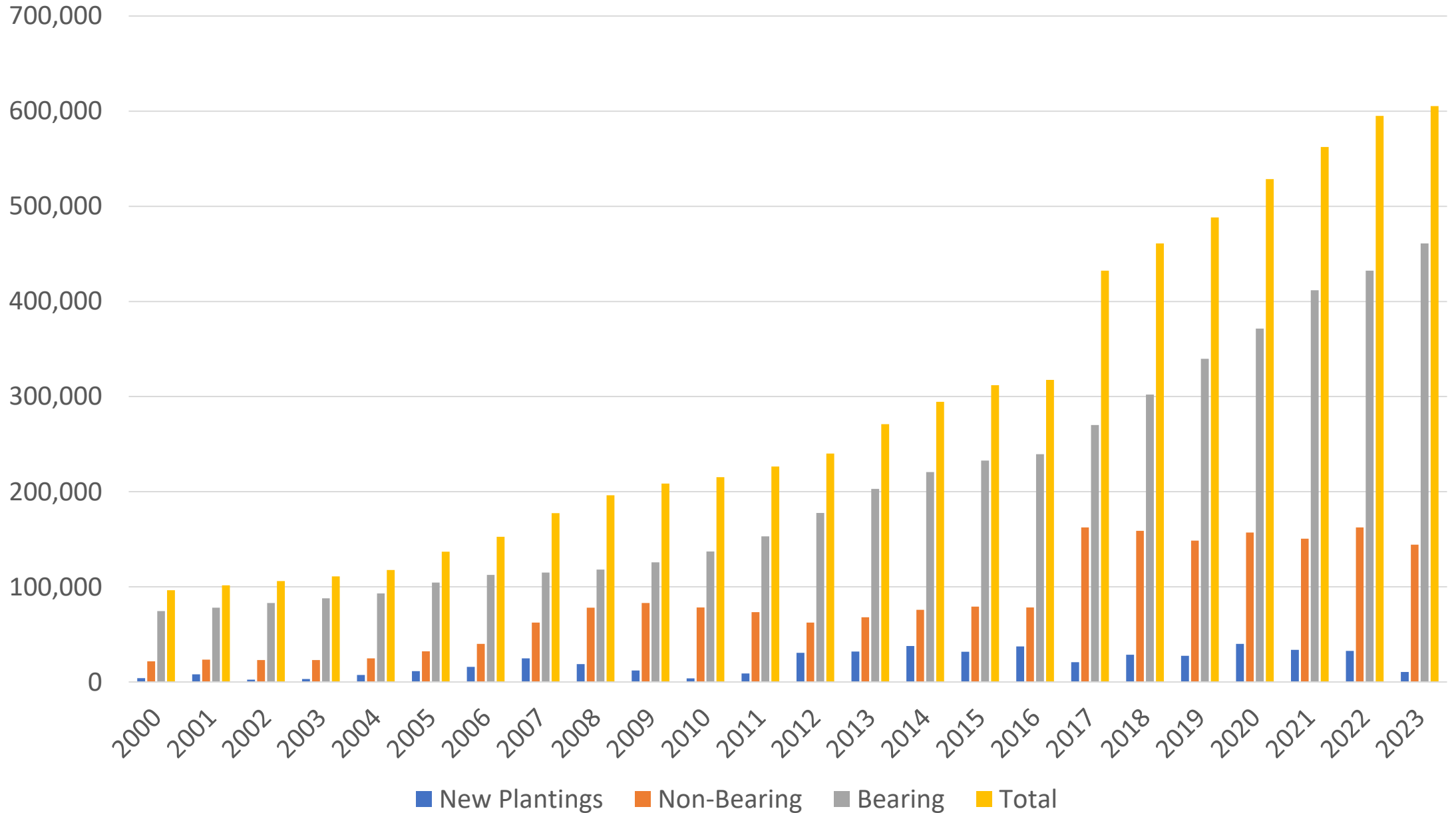




Pistachio Market

CA Pistachio Plantings

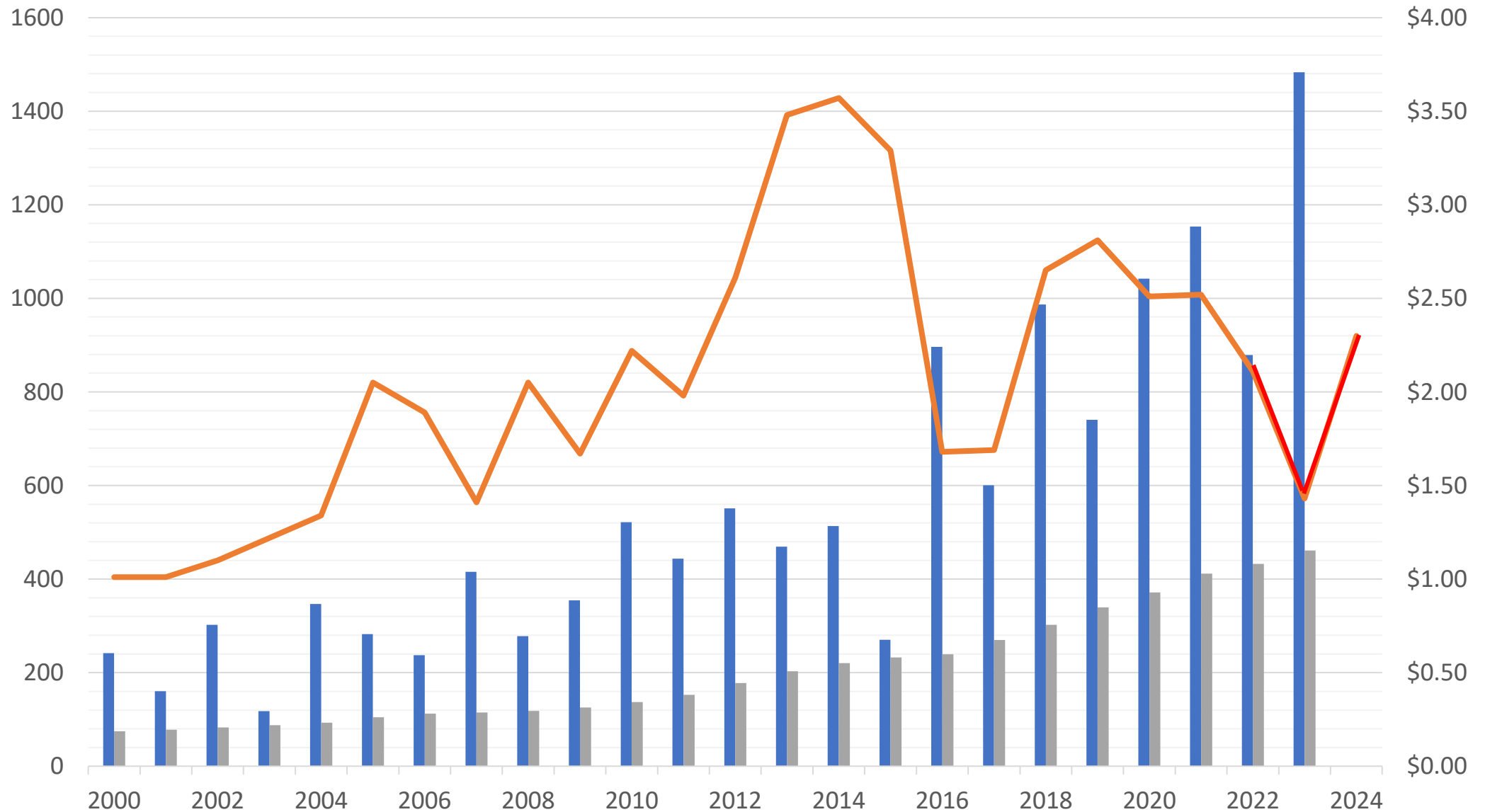
Source: Administrative Committee for Pistachios



Year	New Plantings	Non-Bearing	Bearing	Total	Percent of Total Plantings		
					New Plantings	Non-Bearing	Bearing
2000	3,903	21,730	74,578	96,308	4%	23%	77%
2001	8,025	23,500	78,000	101,500	8%	23%	77%
2002	2,475	23,000	83,000	106,000	2%	22%	78%
2003	3,016	23,000	88,000	111,000	3%	21%	79%
2004	7,314	24,733	93,000	117,733	6%	21%	79%
2005	11,465	32,295	104,552	136,847	8%	24%	76%
2006	15,842	40,112	112,532	152,644	10%	26%	74%
2007	24,794	62,341	115,007	177,348	14%	35%	65%
2008	18,740	78,155	118,133	196,288	10%	40%	60%
2009	12,128	82,969	125,637	208,606	6%	40%	60%
2010	3,730	78,234	137,102	215,336	2%	36%	64%
2011	9,017	73,392	152,944	226,336	4%	32%	68%
2012	30,625	62,308	177,738	240,046	13%	26%	74%
2013	32,048	68,068	202,997	271,065	12%	25%	75%
2014	37,687	75,940	220,527	294,467	13%	26%	75%
2015	31,641	79,210	232,655	311,865	10%	25%	75%
2016	37,380	78,210	239,385	317,595	12%	25%	75%
2017	20,763	162,384	270,010	432,394	5%	38%	62%
2018	28,655	158,841	302,058	460,899	6%	34%	66%
2019	27,450	148,604	339,745	488,349	6%	30%	70%
2020	40,006	157,149	371,386	528,535	8%	30%	70%
2021	33,782	150,656	411,661	562,317	6%	27%	73%
2022	32,625	162,518	432,424	594,942	5%	27%	73%
2023	10,500	144,363	461,080	605,442	2%	24%	76%

Historical Crop Size vs. Farm Price

■ Crop Size (million lbs) ■ Bearing Acreage — Price per Lb



Administrative Committee for Pistachios: 2023 Data

County	Bearing Acres	% of Total	Total Production (lbs)	Yield/Bearing Ac
Kern	139,301	30.2%	425,729,047	3,056
Fresno	123,555	26.8%	437,063,416	3,537
Tulare	67,309	14.6%	205,359,365	3,051
Madera	51,862	11.2%	151,233,437	2,916
Kings	43,942	9.5%	153,992,864	3,504
Merced	18,315	4.0%	60,245,612	3,289
Other (15 Counties)	16,796	3.6%	49,561,206	2,951
California Total	461,080		1,483,184,947	3,217
District 4 (AZ-NM Total)			9,554,307	0.64%
Total US Crop			1,492,739,254	99.36%

Administrative Committee for Pistachios: 2023 Data

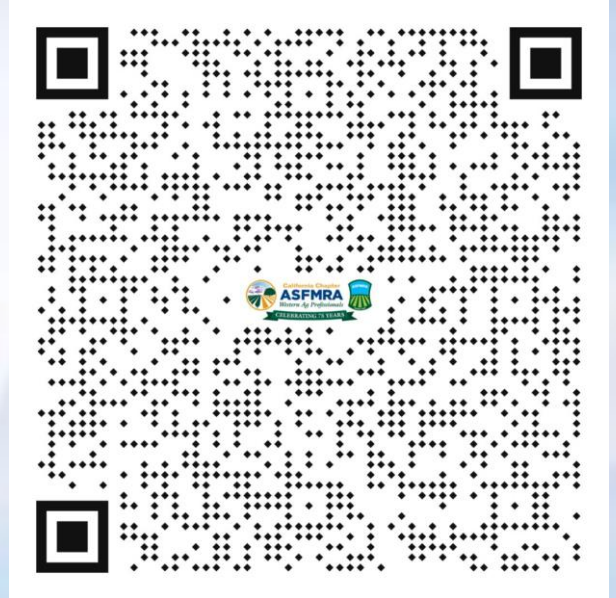
District 4 - (AZ-NM Total)	
Total Production (Lbs)	Year
6,657,463	2010
4,082,248	2011
4,428,001	2012
6,210,676	2013
5,512,033	2014
4,608,785	2015
6,651,830	2016
5,447,679	2017
7,460,599	2018
8,164,956	2019
8,015,128	2020
13,266,016	2021
5,442,508	2022
9,554,307	2023

OUTLOOK 2024

AGRIBUSINESS CONFERENCE

Sustainable Agriculture for the Future

MARCH 21, 2024



Bakersfield Marriott at the Convention Center | Bakersfield, CA