



FY 2026-27

Agricultural Fee Adjustments

Pending Board of Supervisors' Approval

Agriculture, Weights and Measures

Stakeholder Presentation

Agriculture, Weights and Measures

-  Agricultural Export Certification
-  Certified Farmers Market
-  Industrial Hemp Cultivation
-  Hazardous Material Inventory

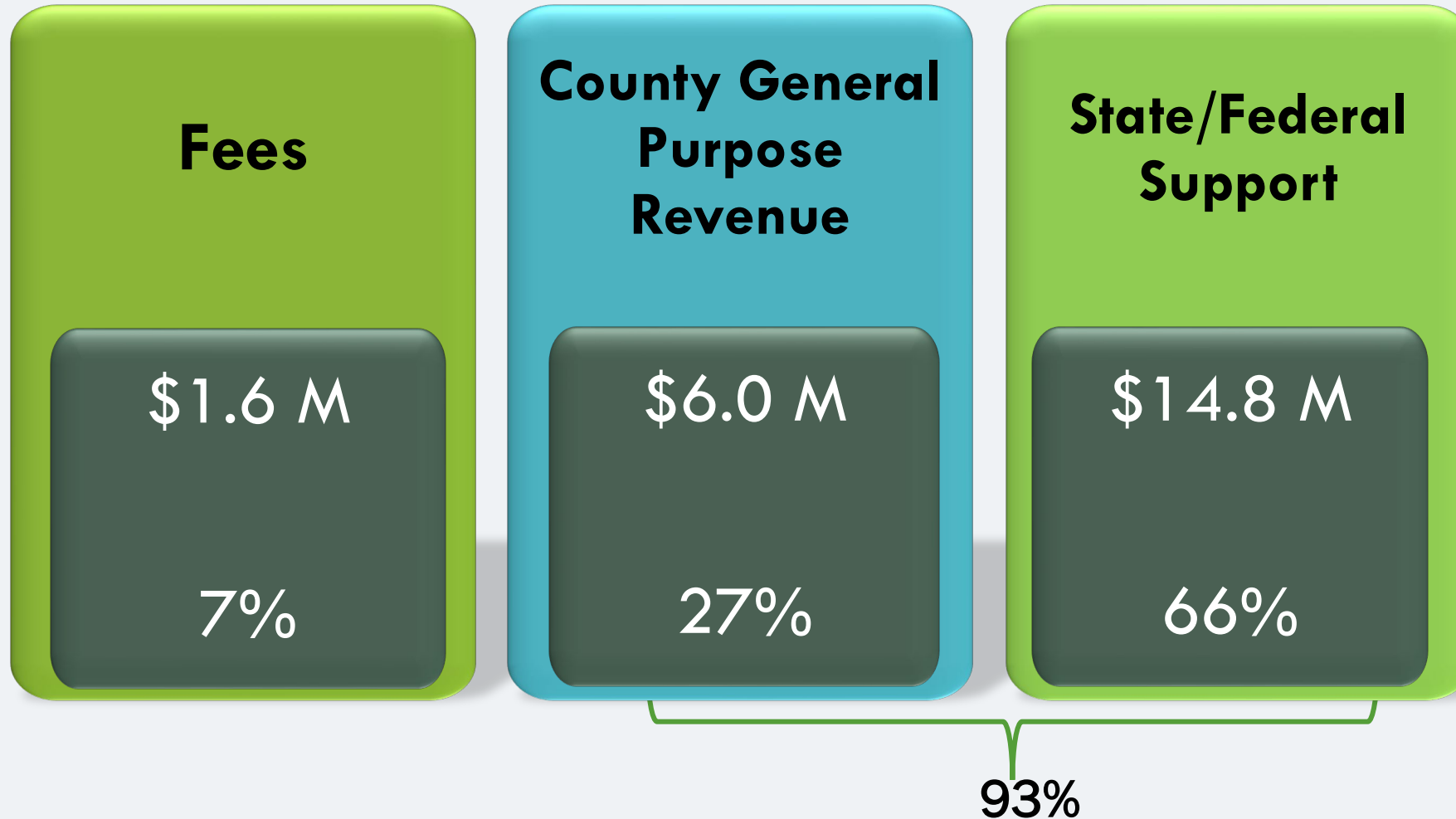


Need for Proposal

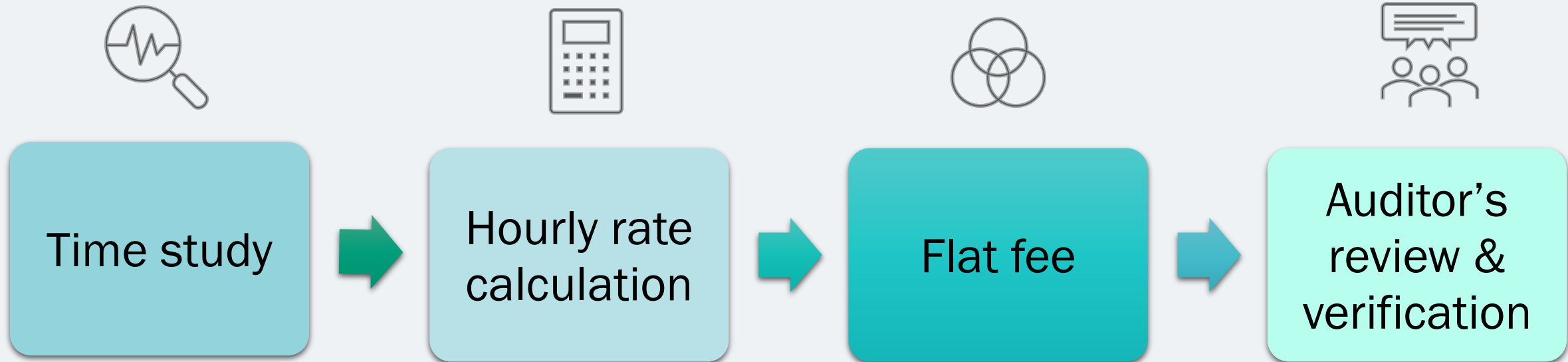
- Necessary resources for quality services
- Compliance with County Board of Supervisors' Policy B-29
- Commitment to our customers' request for annual fee adjustment
- Salary and benefit increases.

Agricultural Programs \$22.4M

Local farmers pay \$370K (2% of the total \$22.4M)



Fee Development Process



Reviewed Fees	No Change	Adjusted Fees
32	12	20

Current Proposal

Need: FY 2026-27 costs require 4.6% average fee increase



Mitigation: Innovation & cost saving average 1.3% reduction



Proposal: 3.3% average fee increase

AWM Cost Containment

Innovations

- Innovations
 - Mobile apps and digital solutions for efficient fieldwork
 - Automated workflows and communications
- Cost Containment
 - Combined inspections
 - Reassigned Duties
 - Streamlined and redesigned processes to cut redundancy

Cost Savings

- Ongoing collective savings of \$655K from cost containment efforts over the past seven fiscal years

Agricultural Exports Proposed Fees

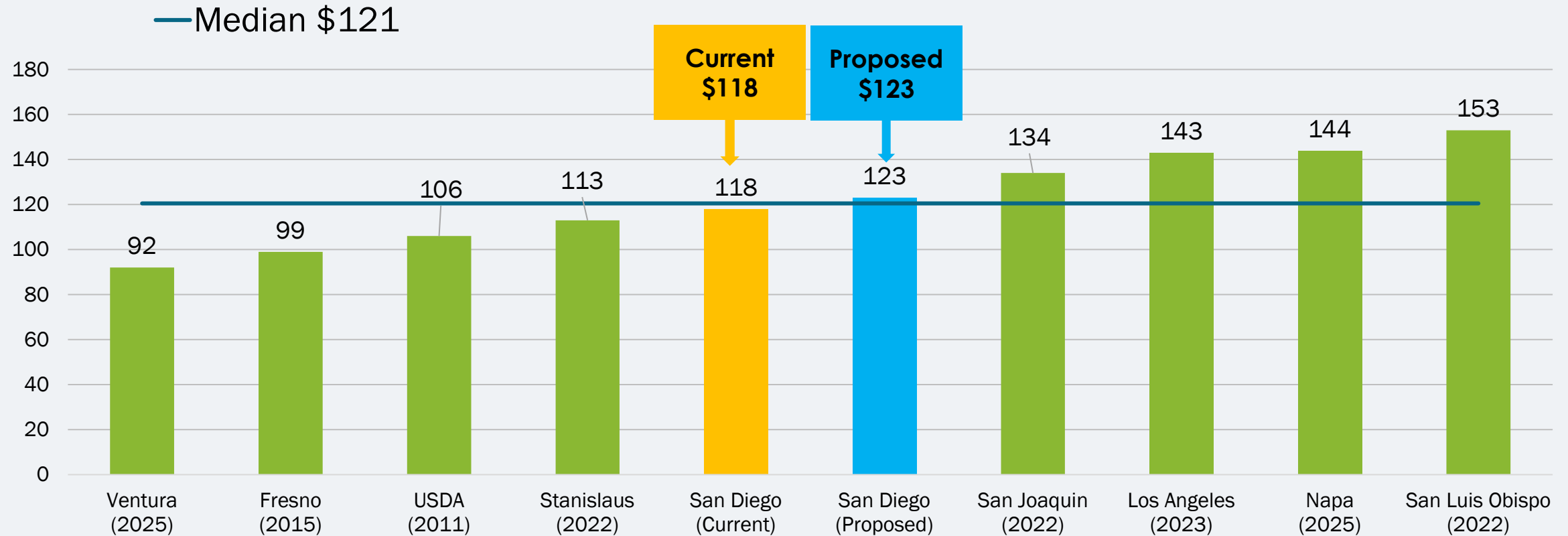
Fee Types	Current	Proposed	Change	
			\$	%
International Certificate (10,500 annually)	\$118	\$123	\$5	4.2%
International Certificate (Counter) (40 annually)	\$93	\$97	\$4	4.3%
State Certificate (600 annually)	\$53	\$55	\$2	3.8%
State Certificate (Counter) (Less than 2 annually)	\$46	\$47	\$1	2.2%
Hourly Rate	\$164	\$168	\$4	2.4%

Proposed increase of \$56K for a total revenue of \$1.4M

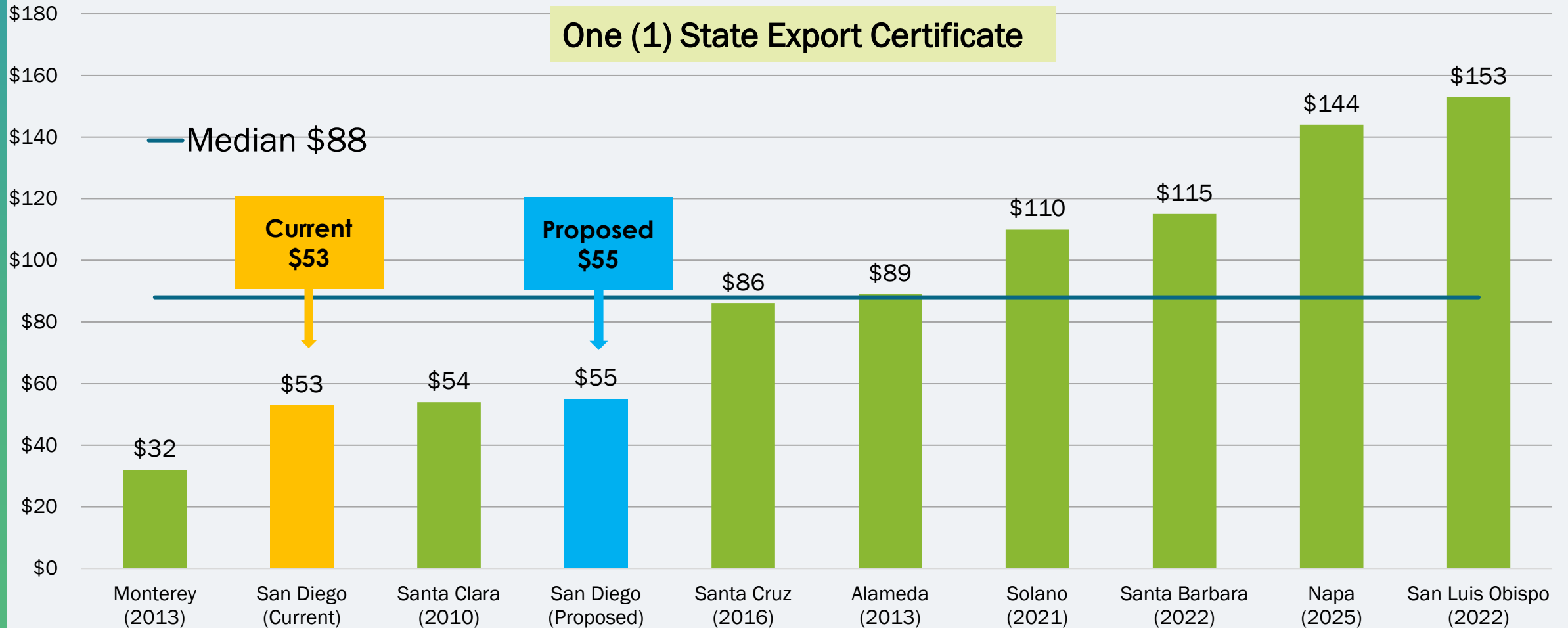
County and State support \$161K annually

Agricultural Export Benchmarks

One (1) International Export Certificate



Agricultural Export Benchmarks



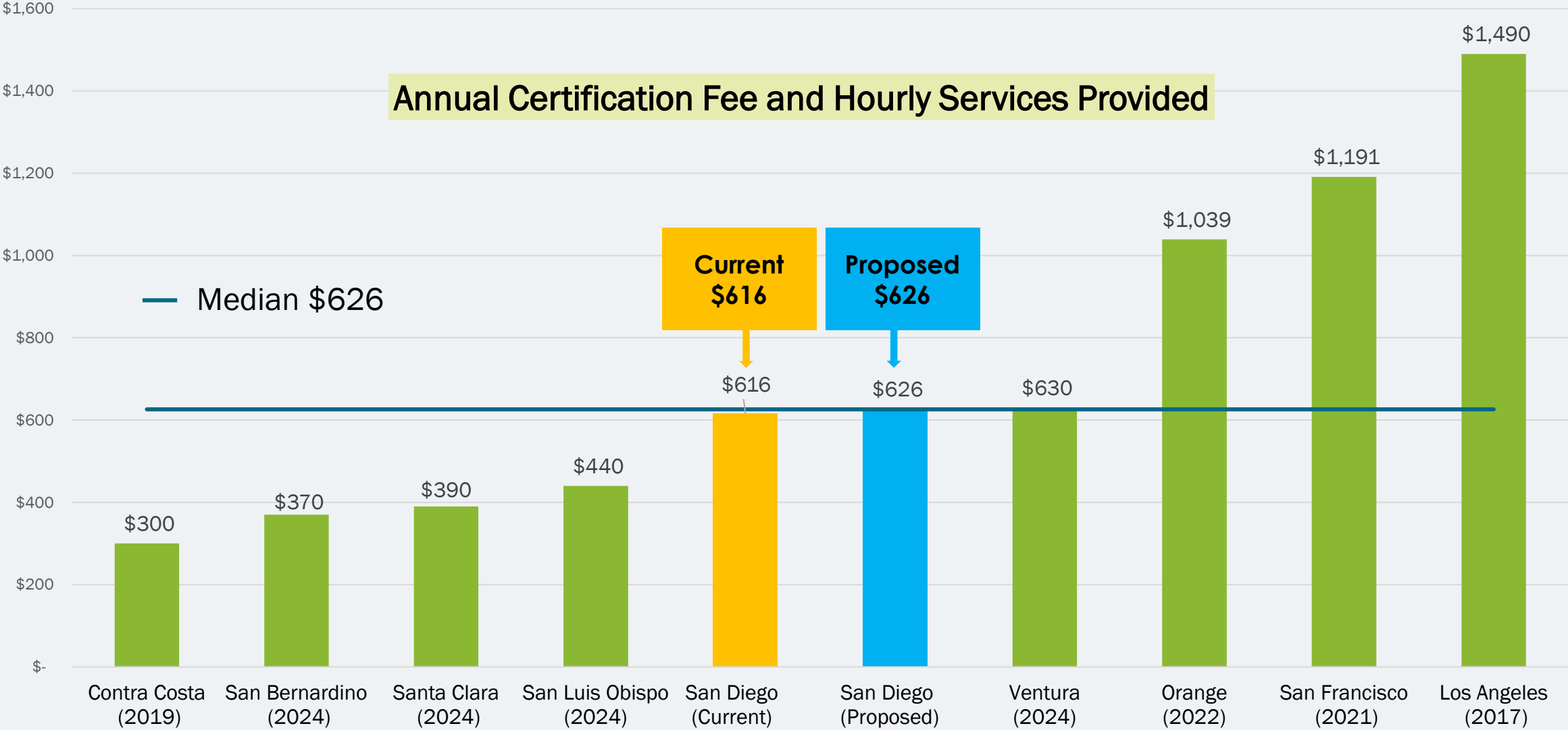
Certified Farmers Market Proposed Fees

Direct Marketing	Current	Proposed	Change	
			\$	%
Certified Farmers Market (44 annually)	\$220	\$228	\$8	3.6%
Certified Producer (240 annually)	\$66	\$68	\$2	3%
CP Certificate Amendments (42 annually)	\$15	\$16	\$1	7%
CP Additional Counties (108 annually)	\$15	\$16	\$1	7%
Hourly Rate	\$198	\$199	\$1	1%

Proposed increase of \$1,329 for a total revenue of \$98K

County and State support \$232K annually

Certified Farmers Market Benchmarking



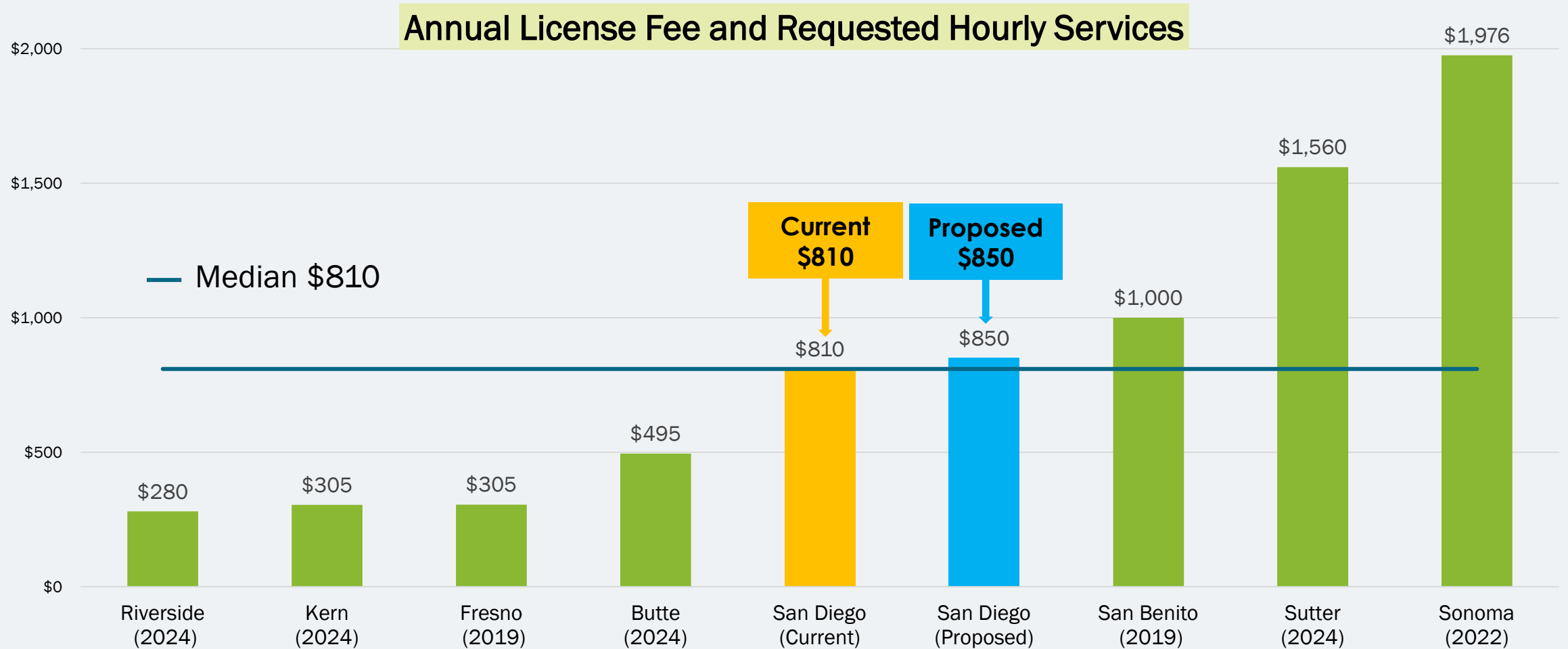
Industrial Hemp Cultivation Proposed Fees

Industrial Hemp Cultivation	Current	Proposed	Change	
			\$	%
License Fee (11 annually)	\$239	\$251	\$12	5%
Hourly Rate	\$163	\$171	\$8	5%

Proposed increase of \$304 for a total revenue of \$6K annually

County and State support \$10K annually

Industrial Hemp Cultivation Benchmarking



Hazardous Materials Inventory Fees

Registration Fees	Current	Proposed	Change	
			\$	%
Base (191 Registrants)	\$546	\$559	\$13	2%
Inventory Item (793 Items)	\$100	\$102	\$2	2%

Proposed increase of \$4K for a total revenue \$188K annually

Next Steps

May 6 & May 20, 2026

- Board of Supervisors Hearings

July 1, 2026

- Effective date for **FY 2026-27**

Contact Information

- **AWM Website:**
 - sandiegocounty.gov/awm/fees
- **AWM General Email:**
 - sdcawm@sdcounty.ca.gov
- **Agricultural Exports:**
 - Deputy Agricultural Commissioner Travis Elder by phone at (858) 967-5226 or by email at Travis.Elder@sdcounty.ca.gov.
- **Certified Farmers Market or Industrial Hemp Cultivation:**
 - Deputy Agricultural Commissioner Jordan Key by phone at (619) 455-3288 or by email at Jordan.Key@sdcounty.ca.gov.
- **Hazardous Materials Inventory:**
 - Deputy Agricultural Commissioner Kara Roskop-Waters by phone at (858) 527-2831 or by email at Kara.Roskop-Waters@sdcounty.ca.gov.



Agriculture, Weights and Measures