



**FY2024-25**

# **Agricultural Fee Adjustments**

**Pending Board of Supervisors' Approval**

## **Agriculture, Weights and Measures**

**Stakeholder Presentation**

# Agriculture, Weights and Measures

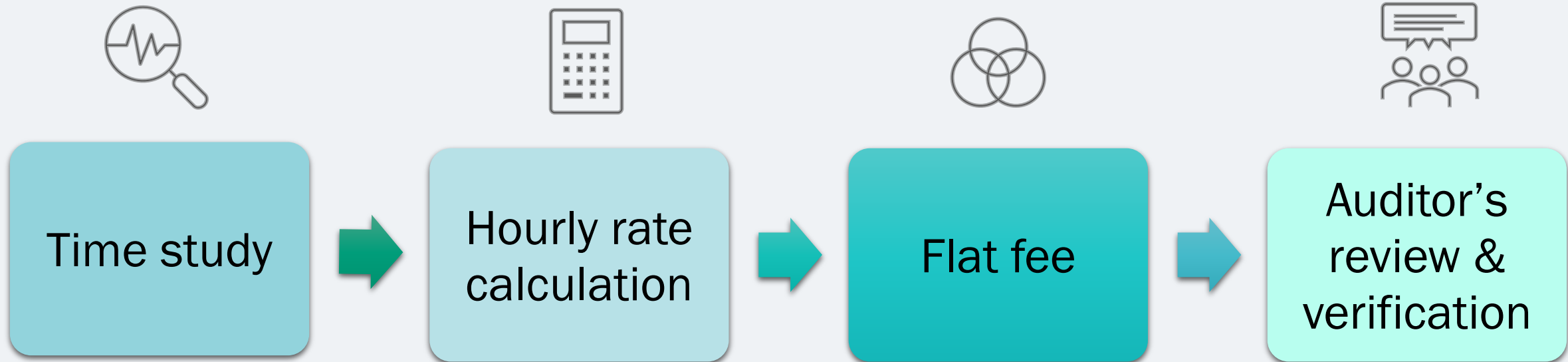
-  Agricultural Export Certification
-  Certified Farmers Market
-  Industrial Hemp Cultivation
-  Hazardous Material Inventory



# 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

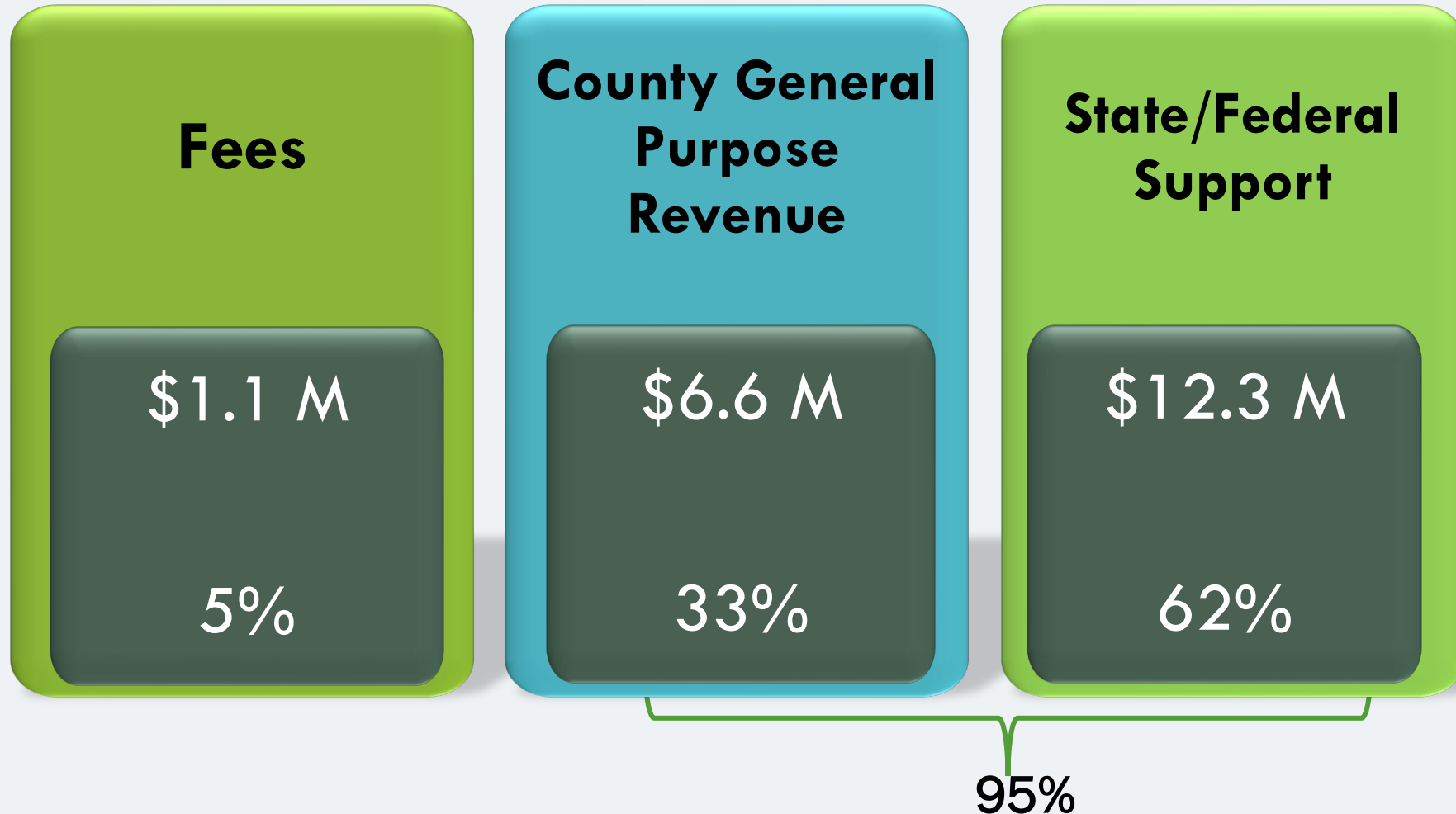
# Fee Development Process



<b>Reviewed Fees</b>	<b>No Change</b>	<b>Adjusted Fees</b>
<b>32</b>	<b>12</b>	<b>20</b>

# Agricultural Programs \$20.0M

Local Farmers pay \$416K or 2% of the total \$20.0 M



# Agricultural Exports Proposed Fees

Fee Types	Current	Proposed	Change	
			\$	%
International Certificate (7,750)	\$107	\$111	\$4	4%
International Certificate (Counter) (77)	\$84	\$88	\$4	5%
State Certificate (1,650)	\$47	\$50	\$3	6%
State Certificate (Counter) (Less than 5)	\$39	\$43	\$4	10%
Hourly Rate (458 hours)	\$156	\$160	\$4	3%

Proposed increase of \$40K for a total revenue of \$1.09M

County and State support \$390K annually

# Agricultural Exports Cost Containment

## Innovations

- Process improvements to enhance efficiency
  - Mobile app for reduced paperwork
- Shipping Permit Agreements
  - Reduced need for travel
  - Combined inspections

## Cost Savings

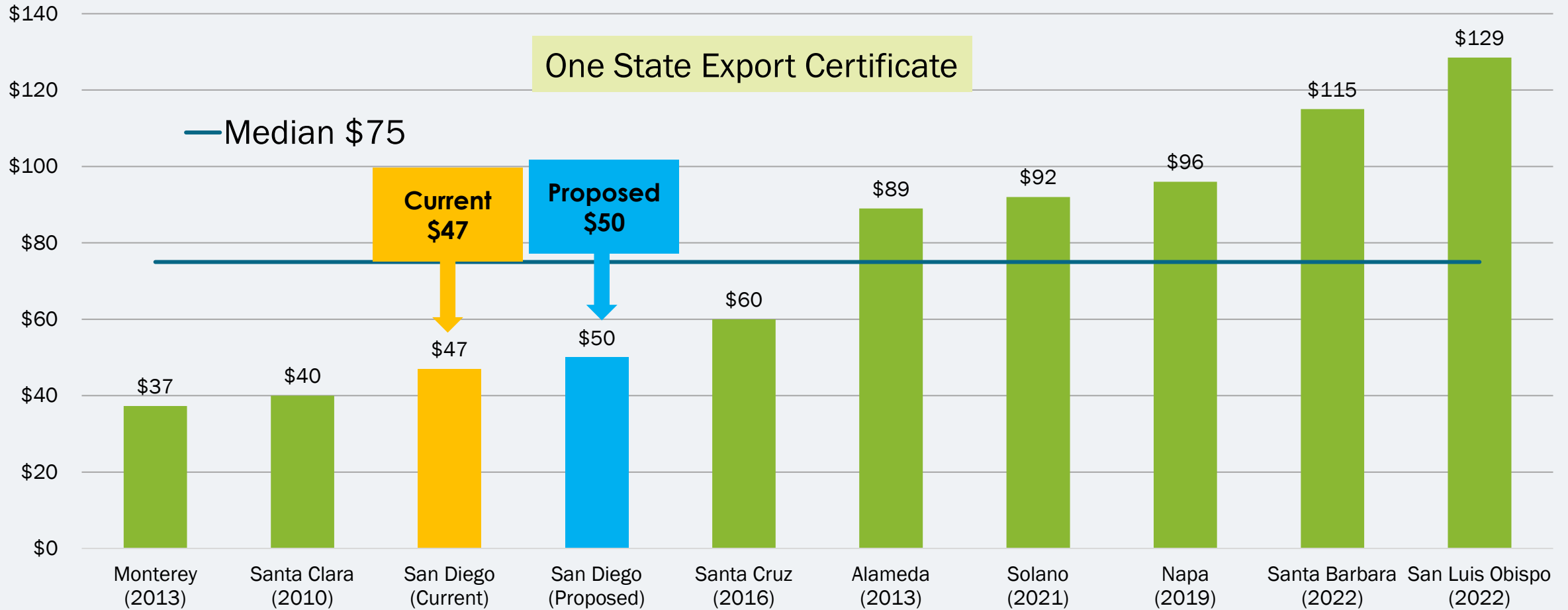
- Annual savings of \$80,000
- Without innovations, fees would increase on average by an additional \$2 or 2.8%

# Agricultural Export Benchmarks





# Agricultural Export Benchmarks



# Certified Farmers Market Proposed Fees

Direct Marketing	Current	Proposed	Change	
			\$	%
Certified Farmers Market (34 annually)	\$202	\$208	\$6	3%
Certified Producer (216 annually)	\$60	\$62	\$2	3%
CP Certificate Amendments (36 annually)	\$13	\$14	\$1	8%
CP Additional Counties (98 annually)	\$13	\$14	\$1	8%
Hourly Rate	\$182	\$186	\$4	2%

Proposed increase of \$2K for a total revenue of \$81K

County and State support \$241K annually

# Certified Farmers Market Cost Containment

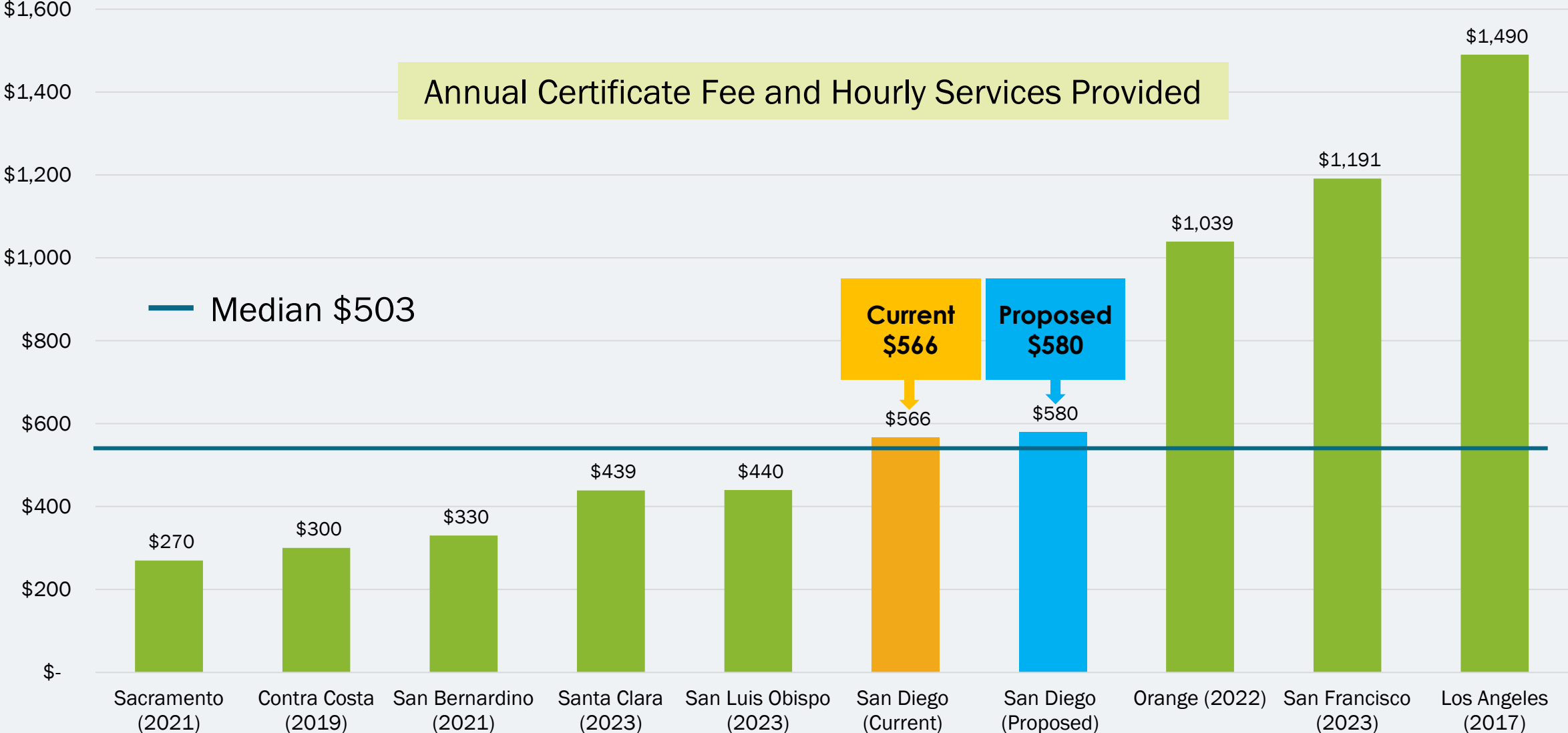
## Innovations

- Increased operational efficiencies
  - Streamlined review process of certification
  - Streamlined compliance actions
  - Combined inspections

## Cost Savings

- Annual savings of \$2,000
- Without innovations, fees would increase on average by an additional \$11 or 7.0%

# Certified Farmers Market Benchmarking



# Industrial Hemp Cultivation Proposed Fees

Industrial Hemp Cultivation	Current	Proposed	Change	
			\$	%
License Fee (13 annually)	\$214	\$223	\$9	4%
Hourly Rate	\$146	\$152	\$6	4%

Proposed increase of \$600 for a total revenue of \$15K annually

County and State support \$18K annually

# Industrial Hemp Cultivation Cost Containment

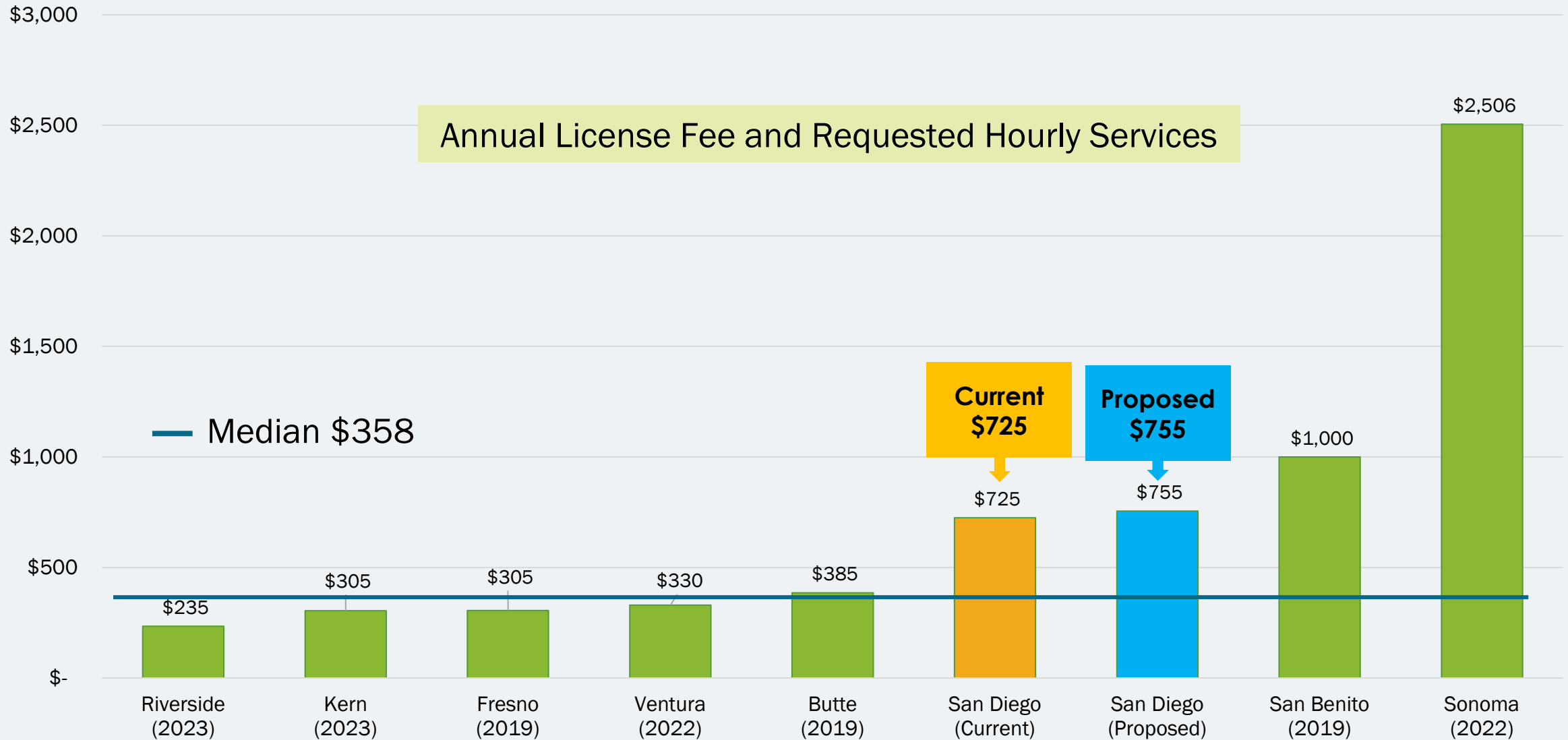
## Innovations

- Leveraging technology
  - Remote verification of hemp destruction
- Increased operational efficiencies
  - Streamlined sample Approval
  - Reduced advisory role

## Cost Savings

- Total annual program savings of \$25K

# Industrial Hemp Cultivation Benchmarking



# Hazardous Materials Inventory Fees

Registration Fees	Current	Proposed	Change	
			\$	%
Base (194 Registrants)	\$533	\$546	\$13	2%
Inventory Item (760 Items)	\$96	\$100	\$4	4%
Total additional revenue \$6K annually				



# Hazardous Materials Inventory Cost Containment

## Innovations

- Increased operational efficiencies
  - Reassigned duties to Technician
  - Consolidation and reduction of facilities and inventory items
- Pesticide disposal events
  - Saved participating facilities an estimated \$108,000

## Cost Savings

- Annual savings of \$5,000
- Without innovations, fees would increase on average by an additional 2.0%

# Next Steps

May 1 & May 22, 2024

- Board of Supervisors Hearings

July 1, 2024

- Effective date for FY 2024 - 25

# Contact Information

- **AWM Website:**
  - <https://www.sandiegocounty.gov/awm/fees.html>
- **AWM General Email:**
  - [sdcawm@sdcounty.ca.gov](mailto:sdcawm@sdcounty.ca.gov)
- **Export Certification:**
  - Deputy Agricultural Commissioner Travis Elder by phone at (760) 752-4787 or by email at [Travis.Elder@sdcounty.ca.gov](mailto:Travis.Elder@sdcounty.ca.gov).
- **Direct Marketing or Industrial Hemp Cultivation:**
  - Deputy Agricultural Commissioner Jordan Key by phone at (858) 614-7784 or by email at [Jordan.Key@sdcounty.ca.gov](mailto:Jordan.Key@sdcounty.ca.gov).
- **Hazardous Materials Inventory:**
  - Deputy Agricultural Commissioner Kara Roskop-Waters by phone at (858) 614-7747 or by email at [Kara.Roskop-Waters@sdcounty.ca.gov](mailto:Kara.Roskop-Waters@sdcounty.ca.gov).



# Agriculture, Weights and Measures