



FY 2025-26

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



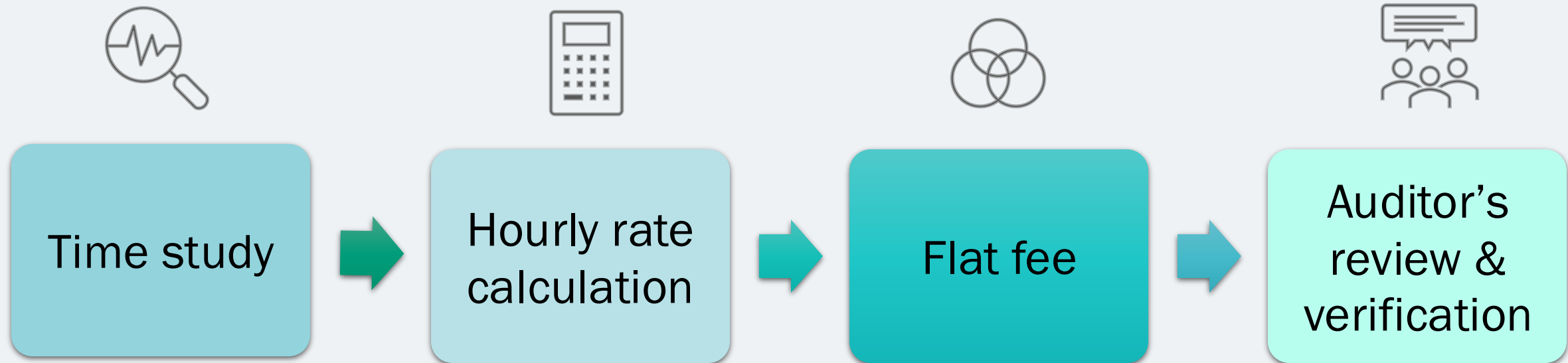
Hazardous Material Inventory



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 – labor negotiations

Fee Development Process



Reviewed Fees	No Change	Adjusted Fees
32	14	18

Current Proposal

Need: FY 2025-26 costs require 6.0% average fee increase



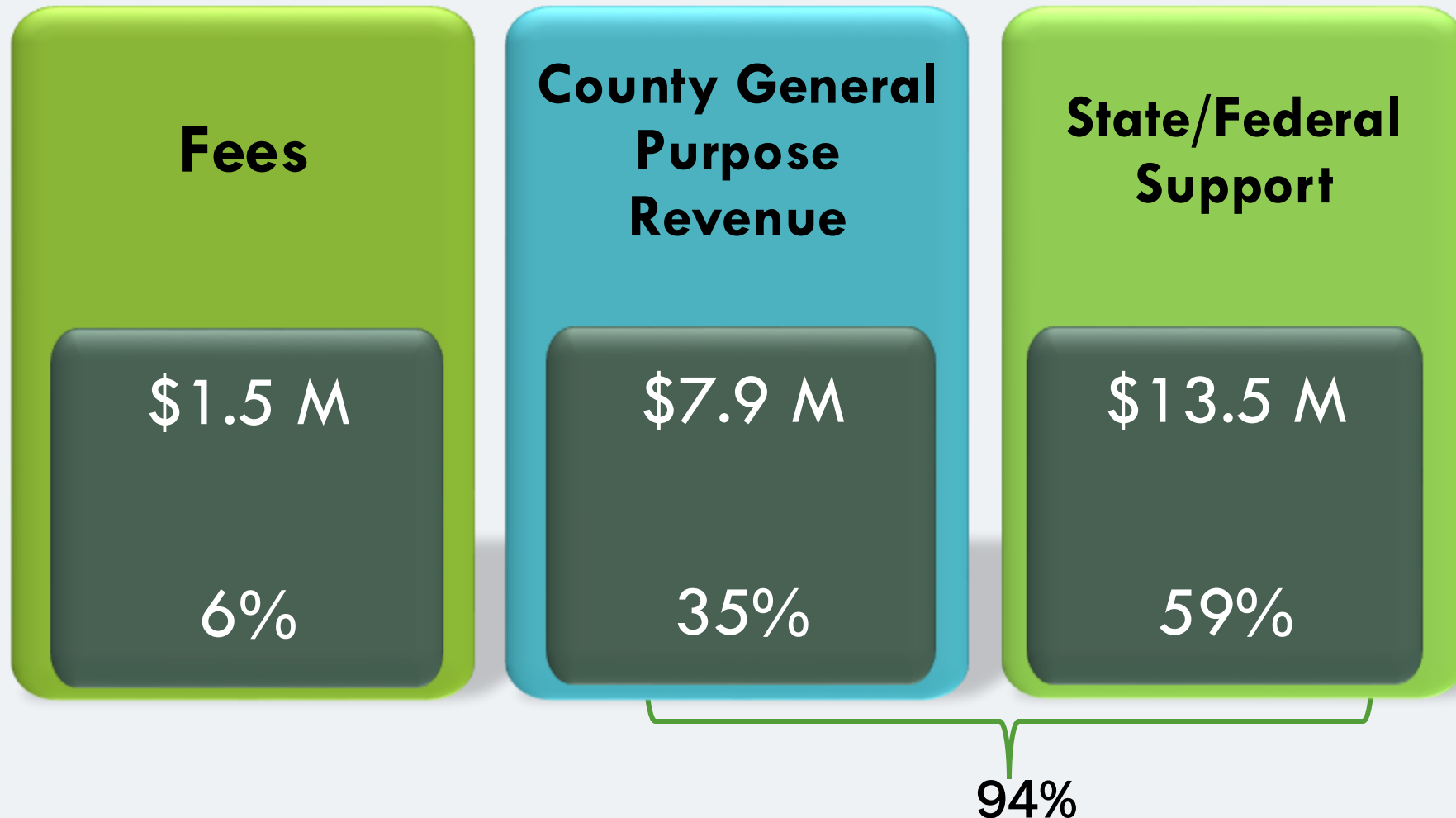
Mitigation: Innovation & cost saving average 0.8% reduction



Proposal: 5.2% average fee increase

Agricultural Programs \$22.9M

Local farmers pay \$363K (2% of the total \$22.9M)



AWM Cost Containment

Innovations

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

Cost Savings

- Ongoing collective savings of \$715K from cost containment efforts over the past five fiscal years

Agricultural Exports Proposed Fees

Fee Types	Current	Proposed	Change	
			\$	%
International Certificate (10,000 annually)	\$111	\$118	\$7	6%
International Certificate (Counter) (80 annually)	\$88	\$93	\$5	6%
State Certificate (1,400 annually)	\$50	\$53	\$3	6%
State Certificate (Counter) (Less than 2 annually)	\$43	\$46	\$3	7%
Hourly Rate	\$160	\$164	\$4	2%

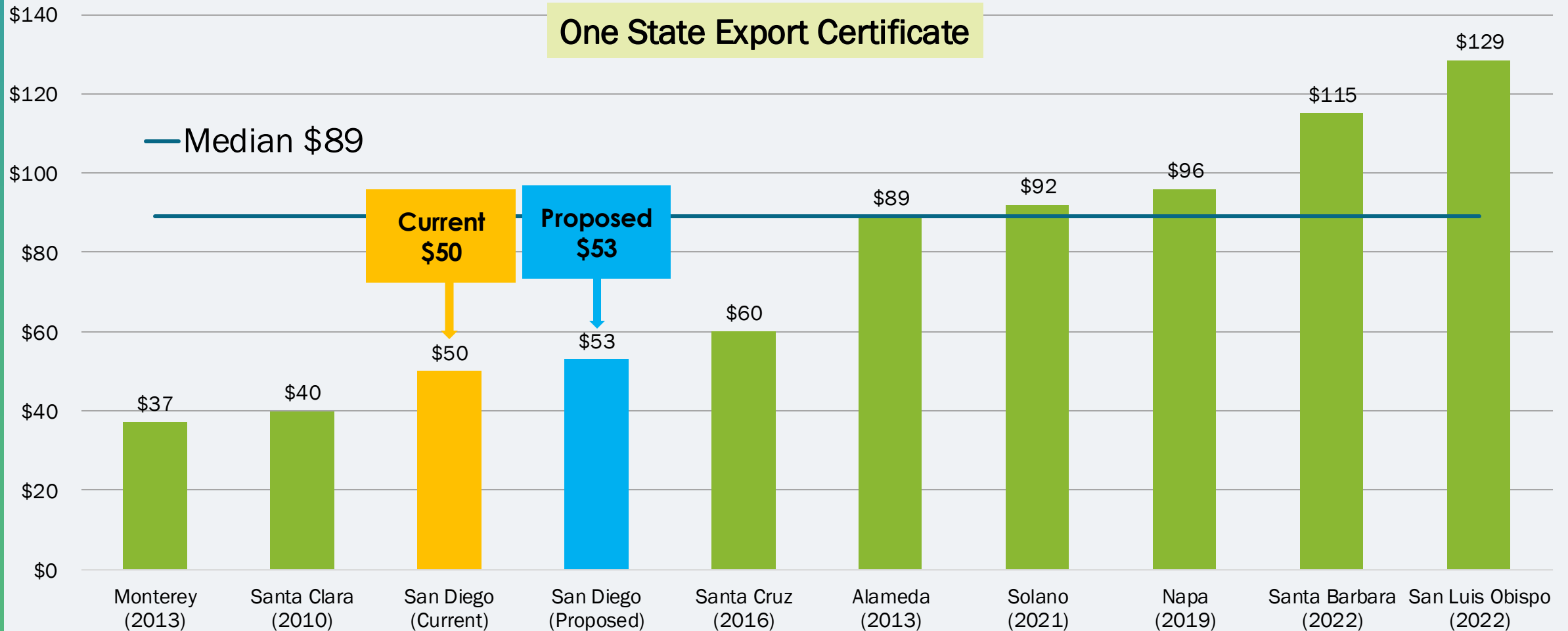
Proposed increase of \$65K for a total revenue of \$1.1M

County and State support \$209K annually

Agricultural Export Benchmarks



Agricultural Export Benchmarks



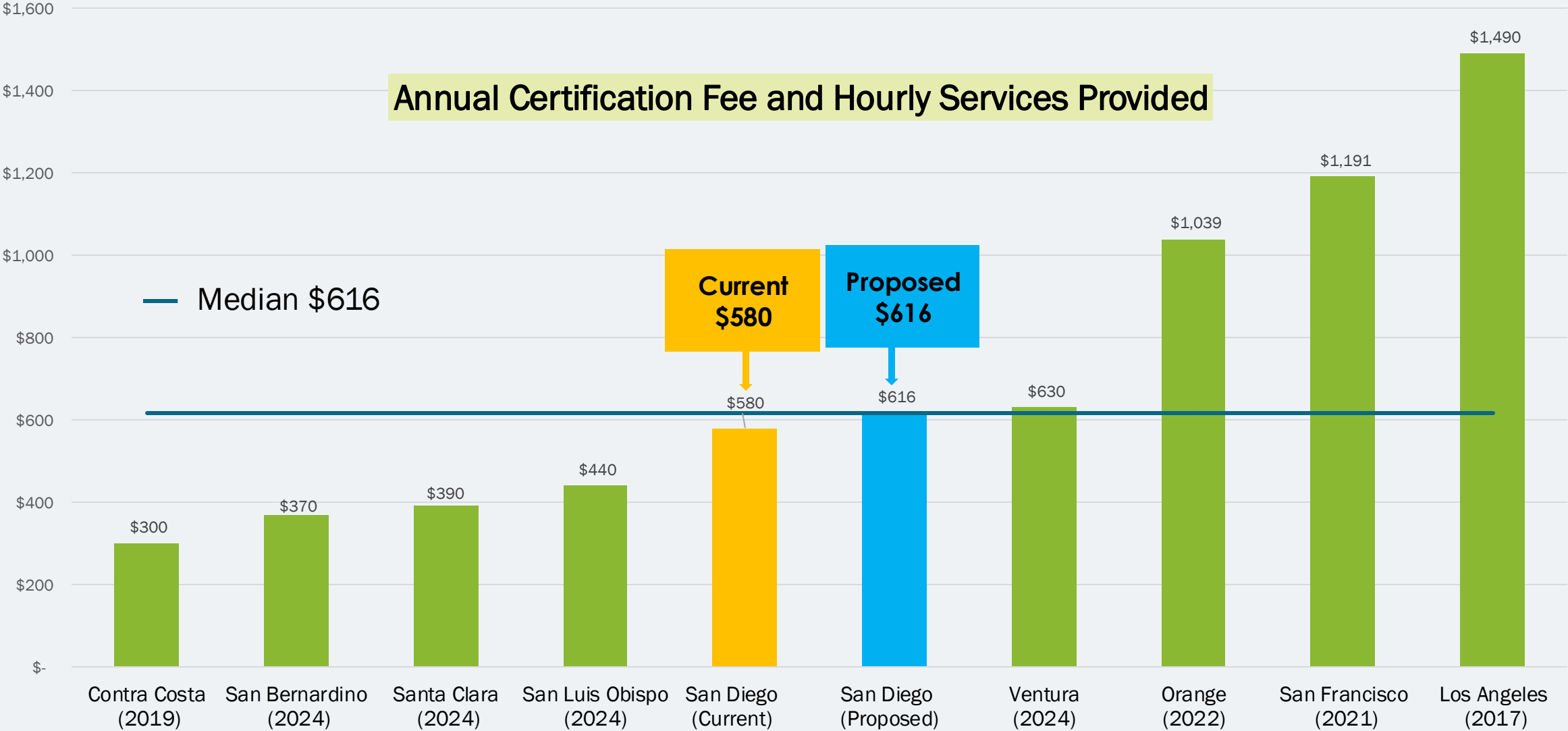
Certified Farmers Market Proposed Fees

Direct Marketing	Current	Proposed	Change	
			\$	%
Certified Farmers Market (40 annually)	\$208	\$220	\$12	6%
Certified Producer (230 annually)	\$62	\$66	\$4	6%
CP Certificate Amendments (38 annually)	\$14	\$15	\$1	7%
CP Additional Counties (100 annually)	\$14	\$15	\$1	7%
Hourly Rate	\$186	\$198	\$12	7%

Proposed increase of \$5K for a total revenue of \$90K

County and State support \$256K annually

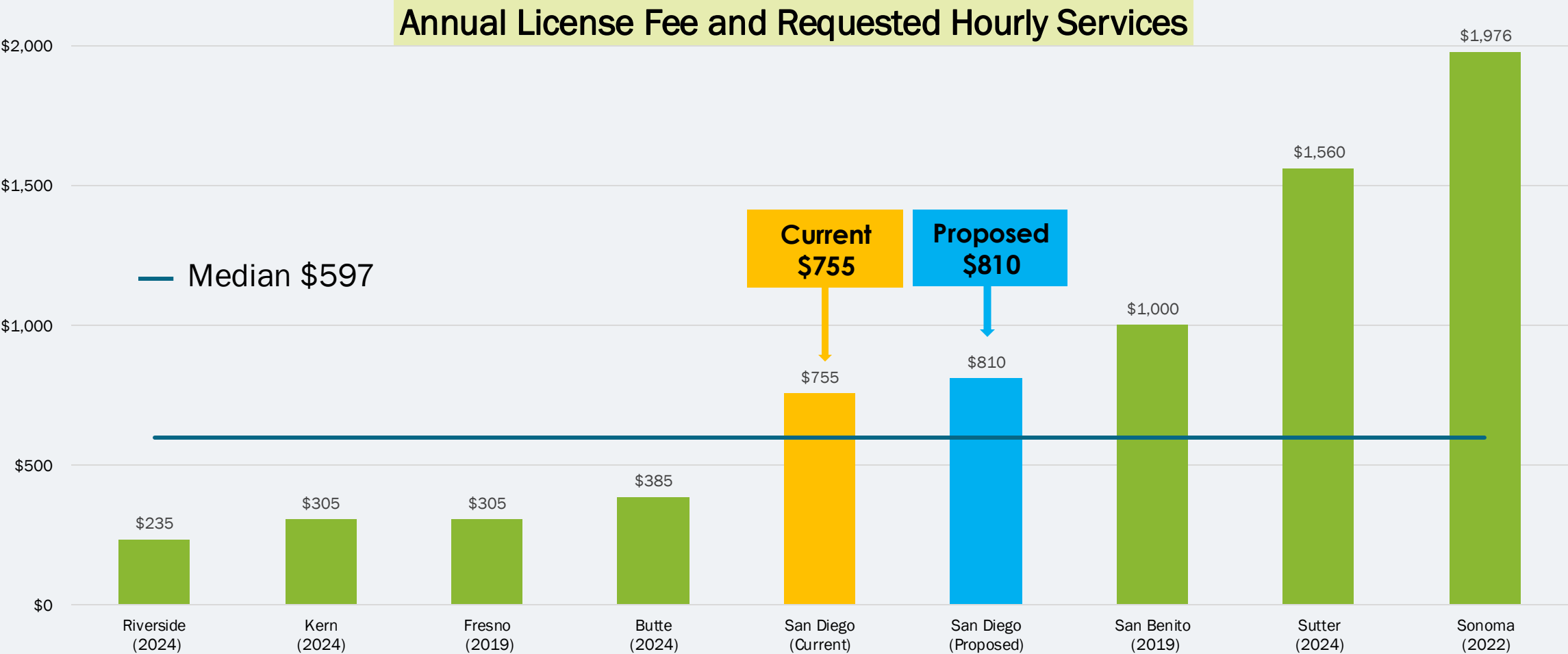
Certified Farmers Market Benchmarking



Industrial Hemp Cultivation Proposed Fees

Industrial Hemp Cultivation	Current	Proposed	Change	
			\$	%
License Fee (9 annually)	\$223	\$239	\$16	7%
Hourly Rate	\$152	\$163	\$11	7%
Proposed increase of \$560 for a total revenue of \$8K annually				
County and State support \$6K annually				

Industrial Hemp Cultivation Benchmarking



Hazardous Materials Inventory Fees

Registration Fees	Current	Proposed	Change	
			\$	%
Base (189 Registrants)	\$546	\$546	\$-	-%
Inventory Item (779 Items)	\$100	\$100	\$-	-%
Total revenue \$180K annually				

Hazardous Materials Inventory Surcharge

- Begin charging operations in the AWM Hazardous Materials Inventory program a State Surcharge
- State Surcharge: \$94 per facility
- Surcharge recovers necessary and reasonable costs for State to provide
 - Program Implementation
 - Program Maintenance
 - Oversight
- Not a County fee and revenues not retained by County

Next Steps

May 7 & May 21, 2025

- Board of Supervisors Hearings

July 1, 2025

- Effective date for FY 2025 - 26

Contact Information

- **AWM Website:**
 - <https://www.sandiegocounty.gov/awm/fees.html>
- **AWM General Email:**
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- **Agricultural Exports:**
 - Deputy Agricultural Commissioner Travis Elder by phone at (760) 752-4787 or by email at Travis.Elder@sdcounty.ca.gov.
- **Certified Farmers Market or Industrial Hemp Cultivation:**
 - Deputy Agricultural Commissioner Jordan Key by phone at (858) 614-7784 or by email at 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.



Agriculture, Weights and Measures