



County of San Diego

Agriculture, Weights and Measures



County of San Diego

Agricultural Fee Adjustments

Pending Board of Supervisors' Approval

Agriculture, Weights and Measures

Stakeholder Presentation

Agriculture, Weights and Measures



Export Certification



Direct Marketing



Industrial Hemp Cultivation



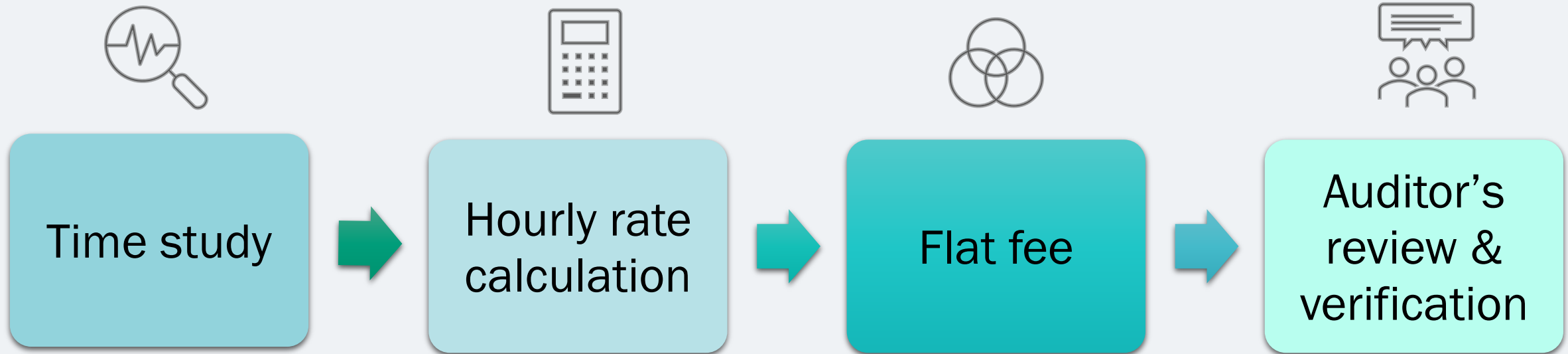
Hazardous Material Inventory



Need for Proposal

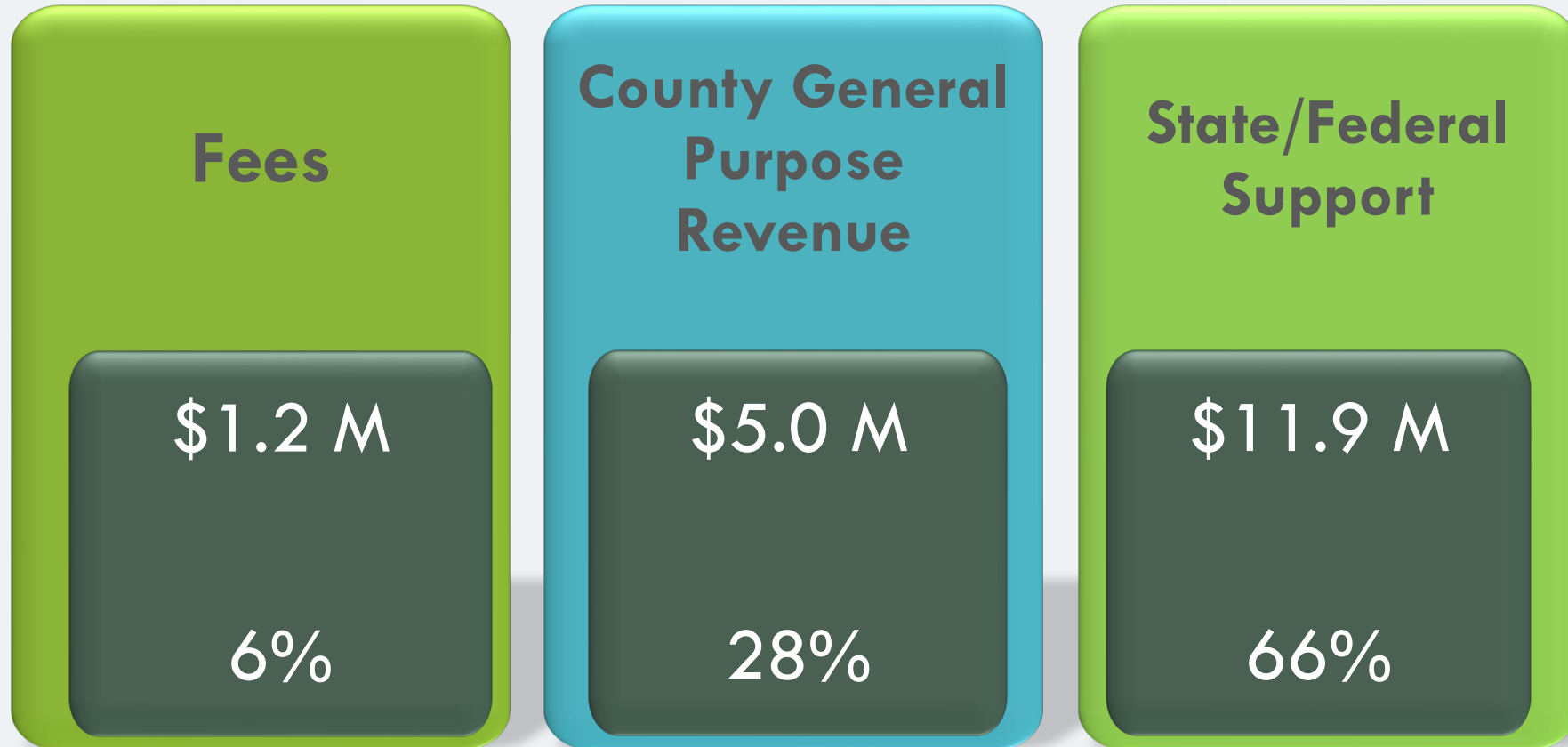
- Necessary resources for quality services
- Compliance with County Board of Supervisors' Policy B-29
- Commitment to the Board and stakeholders to return yearly
- Salary and benefit increases

Fee Development Process



Reviewed Fees	No Change	Adjusted Fees
33	17	16

Agricultural Programs \$18.1 M



\$555,185 or 46% of \$1.2 M are paid by local businesses

Export Certification Proposed Fees

Fee Types	Current	Proposed	Change	
			\$	%
International Certificate	\$101	\$103	\$2	2%
International Certificate (counter)	\$78	\$80	\$2	3%
State Certificate	\$43	\$44	\$1	2%
State Certificate (Counter)	\$35	\$36	\$1	3%
Hourly Rate	\$140	\$143	\$3	2%
Total additional revenue \$20,247				
County and State support \$326,776/year				

Export Certification Cost Containment

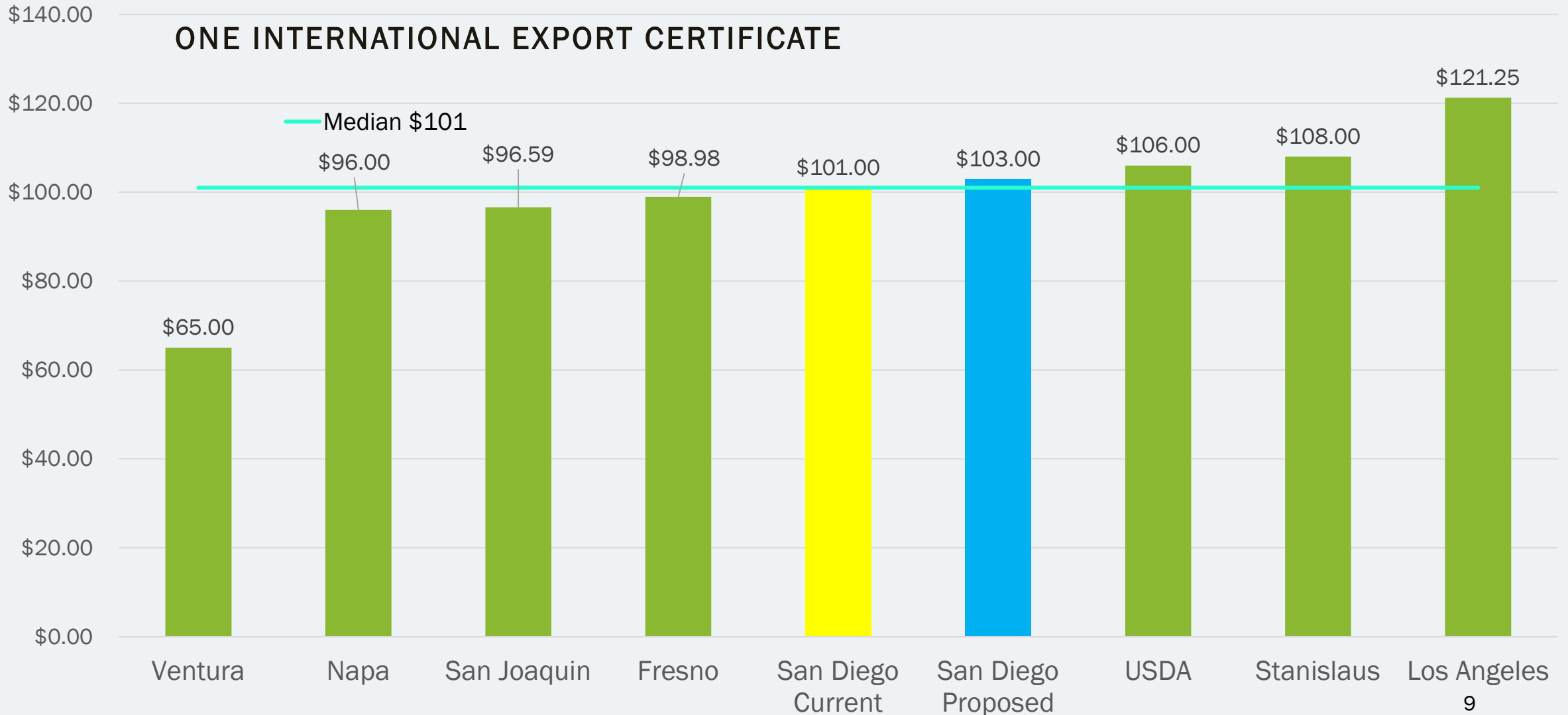
Innovations

- Process improvements to enhance efficiency
 - Improved scheduling and routing for assignments
- Master permits
 - Reduced need for travel
 - Combined inspections

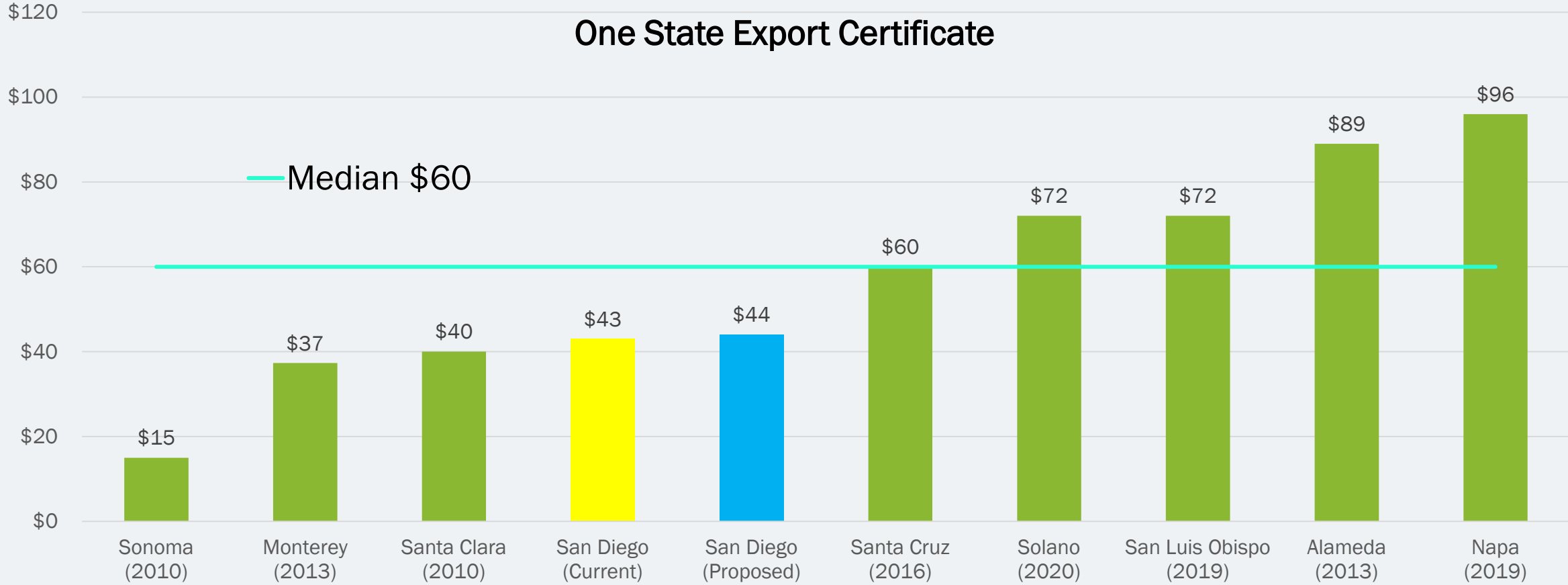
Cost Savings

- Operational efficiency savings of \$37,674
- Without innovations, fees would increase on average by an additional 4.7%

Export Certification Benchmarking



Export Certification Benchmarking



Direct Marketing Proposed Fees

Direct Marketing	Current	Proposed	Change	
			\$	%
Certified Farmers Market	\$190	\$194	\$4	2%
Certified Producer	\$56	\$57	\$1	2%
CP Certificate Amendments	\$12	\$12	\$0	0%
CP Additional Counties	\$12	\$12	\$0	0%
Hourly Rate	\$166	\$169	\$3	2%
Total additional revenue \$1,605				
County and State support \$282,731/year				

Direct Marketing Cost Containment

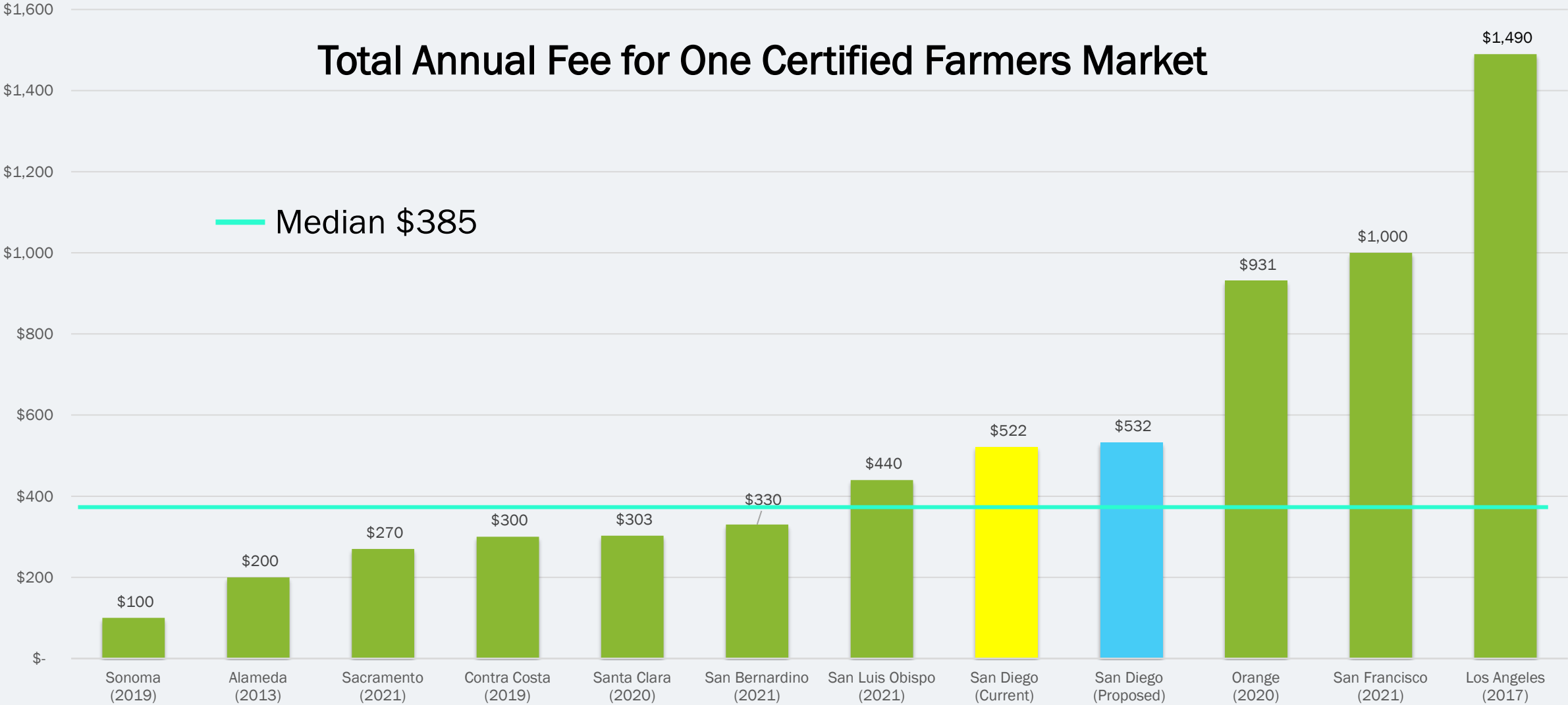
Innovations

- Leveraging technology
 - Inspection app
 - Video inspections
 - Applicant engagement
- Increase operational efficiencies
 - Streamlining approval process

Cost Savings

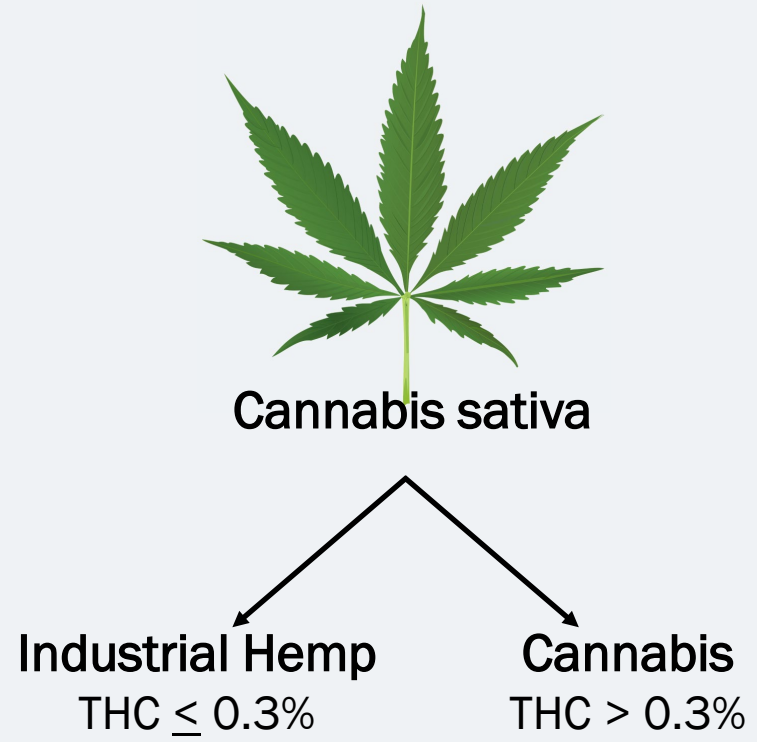
- Annual savings of \$32,272
- Without innovations fees would increase on average by an additional 5%

Direct Marketing Benchmarking



Industrial Hemp Cultivation Costs

- April 2019 - California's Program established
- Highly regulated commodity
- State contract changes



Industrial Hemp Cultivation Proposed Fees

Industrial Hemp Cultivation	Current	Proposed	Change	
			\$	%
License Fee	\$200	\$206	\$6	3%
Hourly Rate	\$136	\$140	\$4	3%
Total additional revenue \$1,128				
County and State support \$57,934/year				

Industrial Hemp Cultivation Cost Containment

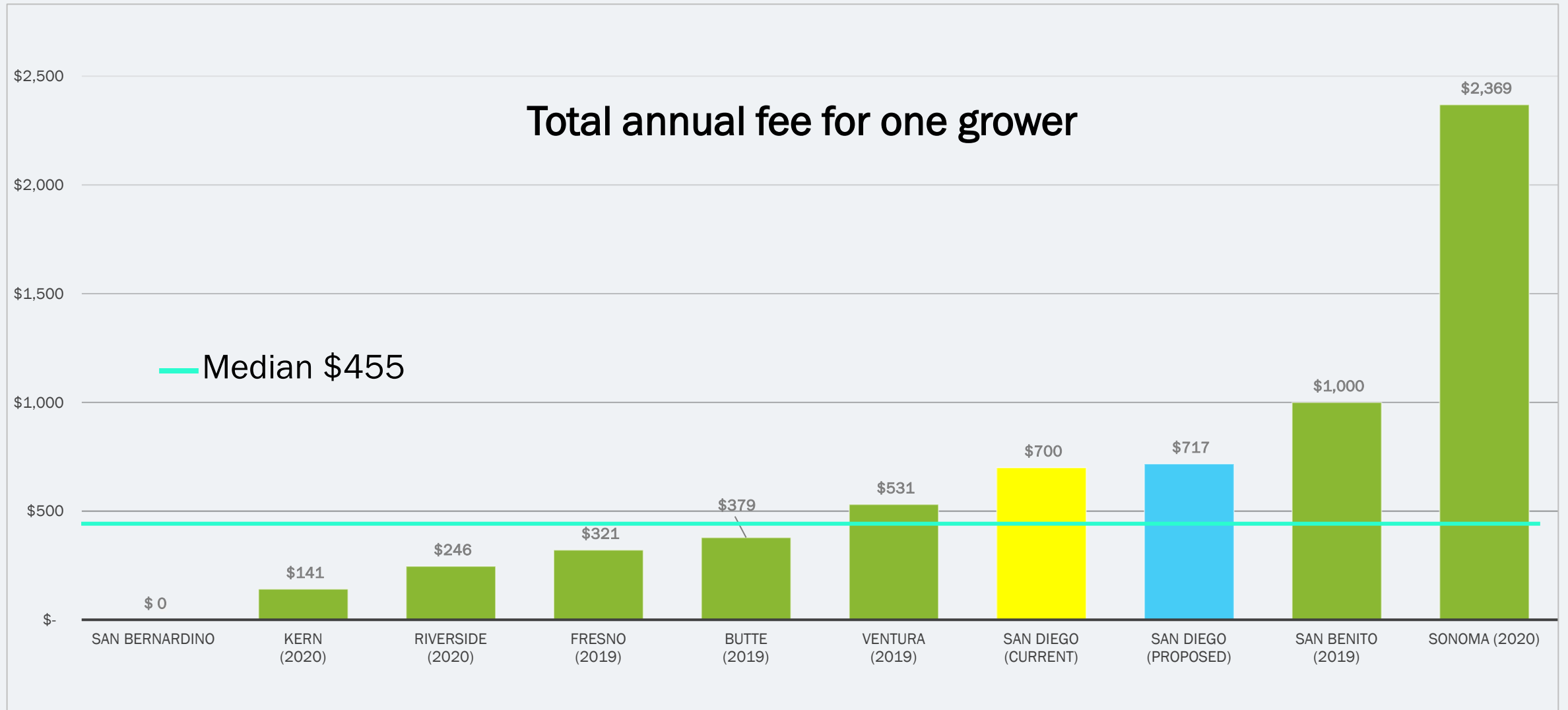
Innovations

- Leveraging technology
 - Automatic e-mails
 - Video hemp voluntary destruction
- Streamlining processes
 - Enhanced outreach and industry engagement
 - Combined Inspections

Cost Savings

- Annual savings of \$2,862
- Without innovations, fees would increase on average by an additional 6%

Industrial Hemp Cultivation Benchmarking



Hazardous Materials Inventory Fees

Registration Fees	Current	Proposed	Change	
			\$	%
Base	\$498	\$498	\$0	0%
Inventory Item	\$106	\$106	\$0	0%

Hazardous Materials Inventory Cost Containment

Innovations

- Increased operational efficiencies
 - Reduced productive time
 - Reassigned duties to EHT
 - Consolidation and reduction of facilities and inventory items
 - Pesticide disposal events

Cost Savings

- Annual savings of \$36,770
- Without innovations, fees would increase on average by 15.4%

Community Needs Assessment

- Community engagement
- Benefits to regulated business that pay fees
 - More customers buying local produce
- Benefits to community
 - Increased access to locally grown produce

Next Steps

April 6 & 27, 2022

- Board of Supervisors Hearings

July 1, 2022

- Effective date for FY 2022 - 23

Contact Information

- **AWM Website:**
 - <https://www.sandiegocounty.gov/content/sdc/awm/fees.html>
- **AWM General Email:**
 - 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.
- **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.
- **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.