

# 1 SALC 1.0



## What is SALC?

SALC stands for the **Sustainable Agricultural Lands Conservation Grant Program** which was created in 2014 as a component of the California Strategic Growth Council and administered by the California Department of Conservation (DOC).

The Program invests in agricultural land conservation with revenue from cap-and-trade auction proceeds (emissions trading) via the California Climate Investments (CCI) Fund, made available for projects that help reduce greenhouse gas (GHG) emissions.



## Collaboration

The SALC 1.0 project was performed in collaboration with the Resource Conservation District of Greater San Diego County as well as several local producers and stakeholders.

## Goals

- Protect at-risk agricultural lands from sprawl development to promote growth within existing jurisdictions, ensure open space remains available, and support a healthy agricultural economy
- Further the purposes of Assembly bill 32 by avoiding increases in greenhouse gas emissions associated with the conversion of agricultural land to more GHG-intensive nonagricultural uses

## Objectives

1. Mapping of historical, current, & potential agricultural lands in San Diego County
2. Facilitate producer needs assessments and working group discussions to understand local concerns
3. Take inventory of existing policies at local, regional, and state level

## Results

- Feedback from producer needs assessment identified 3 main issues: land access, water availability, and efficiency, and workforce development
- Identified 10 policy recommendations spanning across multiple crop types, demographics, and regions of producers across San Diego County



### Que es SALC?

SALC es el programa que financia la conservación de tierras agrícolas sostenibles. El programa fue creado en 2014 como un componente del Consejo de Crecimiento Estratégico de California y es administrado por el Departamento de Conservación de California.

El programa invierte en la conservación de tierras agrícolas con recaudaciones del Fondo de Inversiones Climáticas, con recaudaciones del programa de tope-y-comercio que reduce las emisiones de gases efecto invernadero.

### Colaboración

El proyecto SALC 1.0 fue realizado en colaboración con Distrito de Conservación de Recursos de Gran San Diego, como así también varios productores locales y partes interesadas.

### Metas

- Proteger tierras agrícolas en riesgo de desarrollo urbano, promover el crecimiento dentro de las jurisdicciones existentes, asegurar que el espacio abierto sigue disponible, y apoyar una economía agraria saludable.
- Promover el propósito de la ley de Asamblea No.32, a través de la reducción de los gases de efecto de invernadero relacionada con la conversión a monocultivos.



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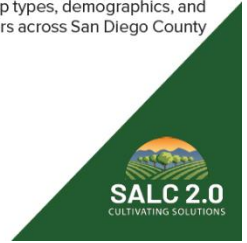
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**Objetivos**

- Crear un mapa de las tierras agrícolas del Condado de San Diego en el pasado, el presente y el futuro.
- Facilitar la identificación de necesidades de los productores, y crear grupos de trabajo para entender las preocupaciones locales.
- Crear un inventario de las leyes existentes a nivel local, regional y estatal.

**Resultados**

- En sus comentarios, los productores identificaron tres problemas principales: acceso a tierras, disponibilidad de agua, y desarrollo de la fuerza laboral.
- También se identificaron diez políticas públicas sobre múltiples cultivos, grupos demográficos y regiones de productores en el Condado de San Diego.

# 1

## SALC 1.0

### Timeline



### Policy Recommendations

1. Assign agricultural liaisons for city and county governments
2. Design lease agreements that invest in working lands
3. Create a regional land use plan to prioritize agriculture
4. Fund growers to transition to low water-use crops and irrigation
5. Equip and incentivize producers to adopt climate-smart practices
6. Streamline construction of farmworker housing
7. Develop advanced water treatment facilities with priority for agricultural use
- 8. Inform small farming opportunities through analysis of costs and benefits of small farms**
9. Expand technical assistance by providing more vocational training
10. Build capacity of farmers and farmworkers with training and services

### Additional Analysis Needed

SALC 1.0 concluded – via recommendation no. 8 – a quantitative analysis of trends and opportunities of key cost centers for small-farmers is needed. SALC 2.0 aims to accomplishing this by way of a market analysis while also identifying government opportunities to help bridge economic gaps.



Cronología	
Abril 2021	LAFCO recibe una subvención de \$250.000 en colaboración con el Distrito de Gran San Diego
Octubre 2021-Abril 2022	Etapa de extensión comunitaria Identificación de las preocupaciones prioritarias de los productores agrícolas.
Diciembre 2021 – Mayo 2022	Etapa de mapeo Mapa del área de tierras agrícolas y cuantificación de beneficios comunes.
Marzo 2022 – Septiembre 2022	Etapa de Políticas Publicas Borrador del plan estratégico
Octubre 2022 – Mayo 2023	Etapa de Enfoque Apoyar a las partes interesadas para abordar las políticas públicas.
Mayo 2023 – Diciembre 2023	Presentaciones a varias partes interesadas al final del subsidio.

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# SALC 1.0

## Timeline

April 2021	●	LAFCO awarded \$250,000 grant in collaboration with the Resource Conservation District of Greater San Diego County
Oct 2021 - April 2022	●	Outreach Phase Identified priority concerns among agricultural producers via a producer needs assessment and several listening sessions
Dec 2021 - May 2022	●	Mapping Phase Mapped extent of agricultural lands and quantified co-benefits
March 2022 - Sept 2022	●	Policy Phase Drafted Strategic Plan for addressing priority policies
Oct 2022 - May 2023	●	Vision Phase Supported stakeholders to address priority policies
May 2023 - Dec 2023	●	Provided presentations to several stakeholders at the conclusion of the grant

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## Políticas Públicas Recomendadas

1. Asignar interlocutores agrícolas en gobiernos de condados y ciudades.
2. Designar acuerdos de arriendo que inviertan en tierras productivas.
3. Crear un plan de uso del suelo que otorgue preferencia a la agricultura.
4. Apoyo financiero para que los productores adopten cultivos y sistemas de irrigación de bajo uso de agua.
5. Incentivar a los productores para que adopten practicas adaptadas al cambio climático.
6. Reducir los impedimentos para la construcción de viviendas para trabajadores agrícolas.
7. Desarrollar instalaciones de tratamiento de agua avanzadas con prioridad de uso agrícola.
8. Informar de las oportunidades de pequeñas operaciones a través del análisis de costo-beneficio de pequeñas granjas.
9. Expandir la asistencia técnica a través de entrenamiento vocacional.
10. Crea capacidad de granjeros y trabajadores con entrenamiento y servicios.

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## Necesidad de Análisis Adicional

Una conclusión del proyecto SALC 1.0 (recomendación No.8) fue la necesidad de un análisis cuantitativo de las tendencias y oportunidades de los costos principales de los pequeños productores. El proyecto SALC 2.0 apunta a cumplir con este pedido a través de un análisis de mercado, y tratar de identificar las oportunidades del gobierno para reducir estas deficiencias.

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# SALC 2.0



## Grant Award

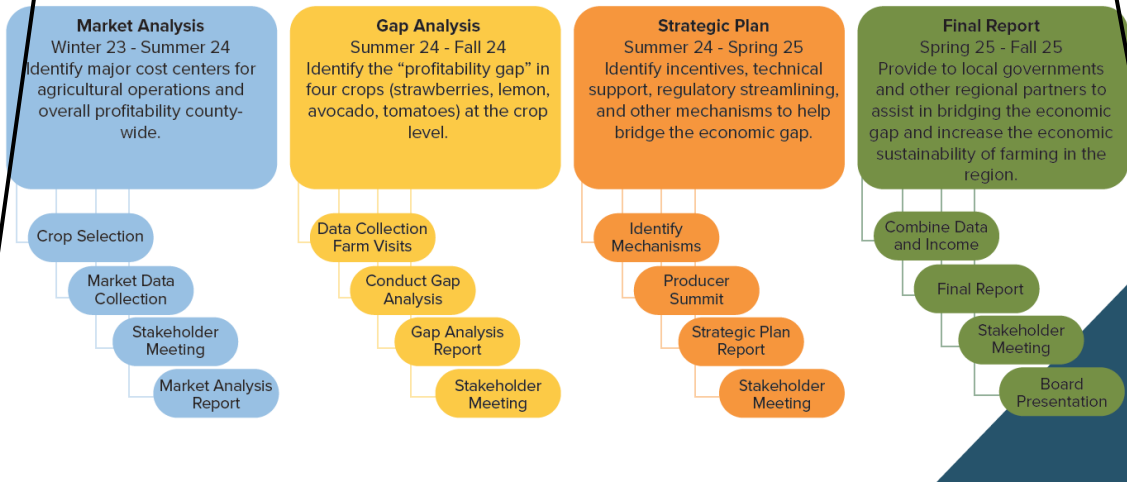
- \$450,000 Awarded to LAFCO & County of San Diego
- June 2023 - October 2025



## Project Objectives

- Provide quantitative data to farmers as recommended by SALC 1.0
- Provide farmers with timely market information on key crops of the region
- Focus on small-scale farming operations that otherwise have limited resources and support
- Inform local agencies' decision-making to further aid, preserve and maximize the vital contributions that small-scale farms offer the county.

## Deliverables



### Subvención Otorgada

- \$450,000 a LAFCO y Condado de San Diego
- Junio 2023 – Octubre 2025

### Objetivos del Proyecto

- Proveer datos a los productores, de acuerdo a lo recomendado por SALC 1.0
- Proveer información de mercado de cultivos clave a los productores
- Enfoque en pequeñas operaciones, que usualmente tienen pocos recursos y apoyo
- Apoyar el proceso de decisión de las agencias locales para ayudar, preservar y maximizar las contribuciones de las granjas pequeñas del condado



2

# SALC 2.0

## Grant Award

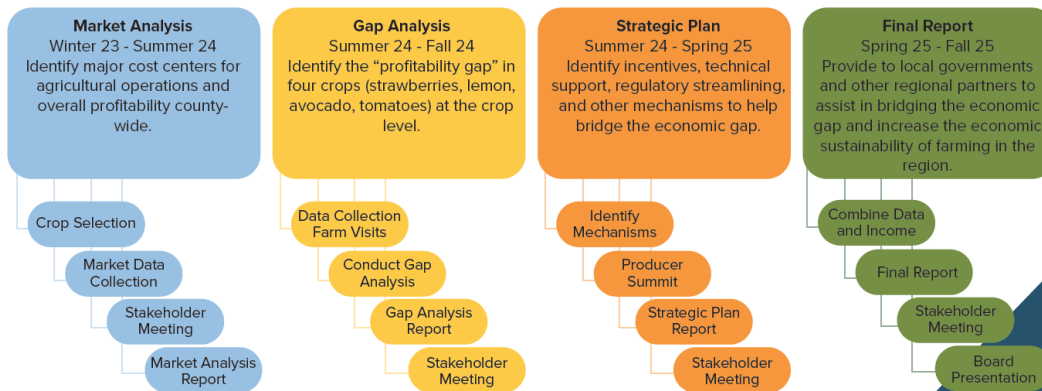
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## Deliverables



**Análisis de Mercado:** Invierno 23-Verano 24. Identificar los mayores costos de las operaciones agrarias y la rentabilidad de todo el condado

- Selección de cultivos
- Recolección de datos de mercado
- Reuniones con todos los interesados
- Reporte del análisis de mercado

**Análisis de Brecha:** Verano 24 - Otoño 24. Identificar la brecha en rentabilidad en cuatro cultivos (fresas, limones, avocados y tomates)

- Recolección de datos y visitas a granjas
- Análisis de brecha
- Reporte del análisis de brecha
- Reuniones con todos los interesados

**Plan Estratégico:** Verano 24 - Primavera 25. Identificar incentivos, apoyo técnico, simplificar regulaciones, y otros mecanismos para aliviar la brecha económica.

- Identificar mecanismos
- Reunión cumbre de productores
- Reporte del plan estategico
- Reuniones con todos los interesados

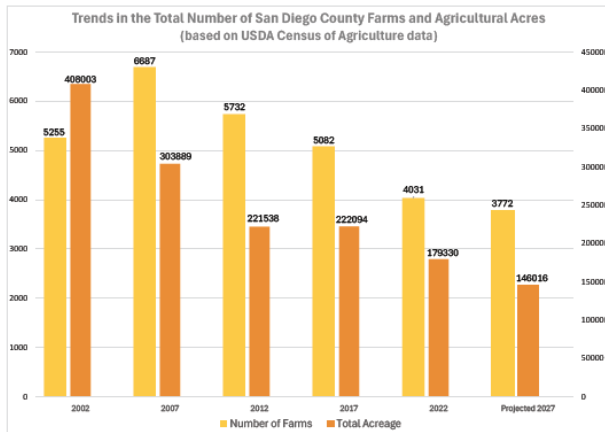
**Reporte Final:** Primavera 25 – Otoño 25.

- Reporte final
- Reuniones con todos los interesados
- Presentación de la Junta de Supervisores Condado

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# PRELIMINARY FINDINGS

## What Trends Exist in the Number of San Diego County Agricultural Operations and Acres (I.e. "How Bad is it?")



### Key Points

- **FARMS:** The number of farms has dropped from 5,255 in 2002 to 4,031 in 2022. If this downward trend continues, then the predicted number of farms in 2027 will be 3,772.
- **ACRES:** The number of agricultural acres has dropped from 408,003 in 2002 to 179,330 in 2022. If this downward trend continues, then the predicted number of agricultural acres in 2027 will be 146,016.
- **WHY THIS MATTERS:** People have long had a sense that farming is on the decline in San Diego County. This analysis not only confirms and quantifies that decline, but also projects what will happen if current trends continue unabated.

### Also

- **SMALL FARMS:** The percentage of small farms (under 10 acres) held steady from 2002 to 2022, between 60% to 70% of all farms.
- **AVERAGE SIZE:** The average farm size in 2002 was 78 acres. Since 2007, the average farm size has stayed in narrow range of 38 to 45 acres. It is predicted to be 39 acres by 2027.

SALC 2.0  
SUSTAINING SOLUTIONS

### Resultados Preliminares

Tendencias en el número de operaciones agrícolas y acres en el Condado de San Diego (es realmente tan malo?)

### Puntos clave

**Granjas:** El número total de granjas ha declinado de 5.255 en 2002 a 4.031 en 2022. Si esta tendencia continua, el número estimado en el 2027 será 3,772.

**Acres:** El área cultivada ha disminuido de 408,003 en 2002 a 179.330 en 2022. Según esta tendencia, el número estimado para el año 2027 será 146.016.

**Por qué es importante:** La gente ha sentido esta reducción por un largo tiempo. Este análisis confirma ese sentimiento, calcula la reducción real y estima los valores futuros si la tendencia continua sin cambio.

### También

**Granjas pequeñas:** El porcentaje de granjas pequeñas se ha mantenido entre los años 2002 y 2022, alrededor del 60-70% de todas las granjas.

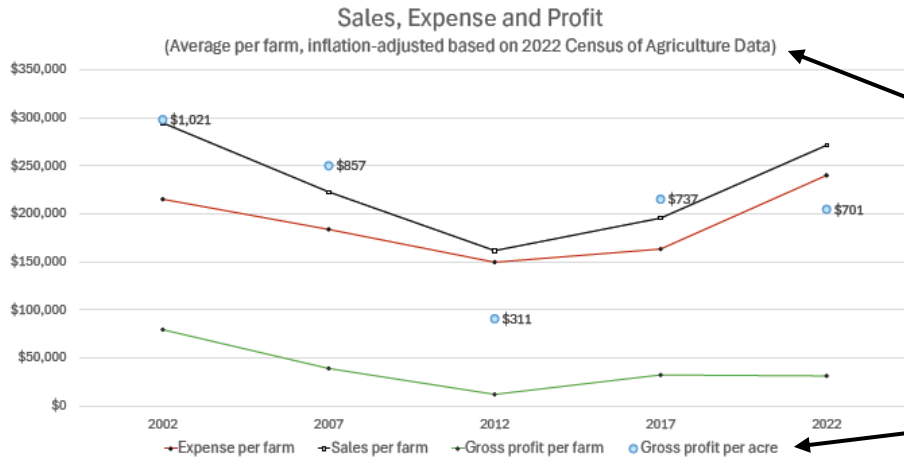
**Tamaño promedio:** El tamaño promedio de todas las granjas del condado era 78 acres en 2002. Desde 2007, el tamaño promedio se ha mantenido entre 38 y 45 acres. El valor estimado para 2027 es 39 acres.



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# PRELIMINARY FINDINGS

## How Profitable are San Diego County Agricultural Operations?



### Resultados Preliminares

Son rentables las operaciones agrícolas en el Condado de San Diego?

Ventas, Gastos y Ganancia (Promedio por granja; ajustado por inflación)

- Gastos por granja
- Ventas por granja
- Ganancia bruta por granja
- Ganancia bruta por acre

### Notes

- This analysis examines gross profitability, defined as total income minus total operating costs, as reported by growers in the 2022 Census of Agriculture. The project's next phase will explore other measures of profitability, as well as profitability among specific focal crops.
- The average per-farm gross profit margin for 2022 was 13% (\$31,194 divided by \$239,935).

### Notas

- El análisis examina la renta bruta, definida como los ingresos menos el costo total de operaciones. En la próxima etapa, el proyecto explorará otras medidas de rentabilidad, y la rentabilidad de los cultivos específicos del estudio (fresas, limones, avocados y tomates)
- El promedio de la ganancia bruta por granja en 2022 fue 13%.

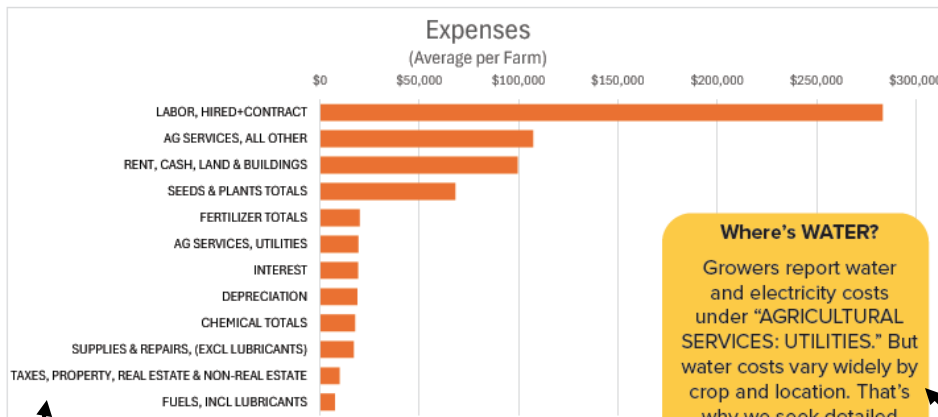
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# PRELIMINARY FINDINGS

## What did San Diego County Agricultural Operations Report as their Biggest Operating Expenses for 2022?

### Resultados Preliminares

Cuales fueron los más grandes gastos reportados por las operaciones agrícolas en el Condado de San Diego en 2022?



**Where's WATER?**  
 Growers report water and electricity costs under "AGRICULTURAL SERVICES: UTILITIES." But water costs vary widely by crop and location. That's why we seek detailed grower input for the project's next phase.

Donde esta el agua? Los productores declaran los gastos de agua y electricidad en Servicios a la agricultura (servicios públicos). Pero el costo del agua varía mucho de acuerdo al cultivo y a la ubicación. Por esa razón, necesitamos información detallada por parte de los productores para la próxima etapa del proyecto.

### Notes

- Source: 2022 USDA Census of Agriculture, San Diego County.
- This analysis does not reflect livestock-related expenses such as animals, feed, and veterinary services.

- Mano de obra
- Servicios a la agricultura
- Arriendo (tierra y edificios)
- Semillas y plantas
- Fertilizantes
- Servicios a la agricultura (servicios públicos)
- Intereses
- Depreciación
- Químicos
- Insumos y reparaciones

### Notas

- Fuente: Censo de Agricultura 2022 – Departamento de Agricultura de Estados Unidos
- Este estudio no incluye gastos en ganadería, como animales, alimento, y servicios veterinarios impuestos

# 4 DATA COLLECTION

## Recolección de datos

How long have you been farming these crops?  Enter number of years

Total number of lbs produced  lbs

Price per lbs  \$/lbs

Year of the data above

**NET 1 - FARM INCOME**

Value of the sales of the farms you produced (2)  (Line 1 of your Schedule F)

**NET 2 - FARM EXPENSES**

Gas, ATV, and truck expenses  (Line 10 of your Schedule F)

Chemicals  (Line 11 of your Schedule F)

Conservation expenses  (Line 12 of your Schedule F)

Custom hire (machine work)  (Line 13 of your Schedule F)

Employee benefits program other than pension or profit sharing  (Line 14 of your Schedule F)

Fertilizers and lime  (Line 15 of your Schedule F)

Fuels and lubricants  (Line 16 of your Schedule F)

Gasoline, fuel, and oil  (Line 17 of your Schedule F)

Insurance (other than health)  (Line 18 of your Schedule F)

Mortgage interest (paid to bank, etc.)  (Line 19 of your Schedule F)

Other interest  (Line 20 of your Schedule F)

Labor hired (less employment credits)  (Line 21 of your Schedule F)

Pension and profit-sharing plans (if any)  (Line 22 of your Schedule F)

Rent or lease of vehicles, machinery, equipment, etc.  (Line 23 of your Schedule F)

Rent or lease of farm land (if any)  (Line 24 of your Schedule F)

Repairs and maintenance (to buildings, machinery, equipment)  (Line 25 of your Schedule F)

Seed and plant  (Line 26 of your Schedule F)

Storage and warehousing  (Line 27 of your Schedule F)

Supplies  (Line 28 of your Schedule F)

Taxes (property, social security, medicare, etc.) (not income tax)  This total is on line 28 of your Schedule F

Utilities (Please separate the amount across these 3 categories)

Water (for farm irrigation)  Example: Valley Center MWD, Rainbow MWD, etc.

where do you buy the water for your farm?

Electricity (for farm operations)

Other

Other expenses (please specify)

Fees (inspections, testing, etc.)  (Line 30 of your Schedule F)

Fuel sanitation (not on F)  (Line 31 of your Schedule F)

Other other expenses  (Line 32 of your Schedule F)

Other  (Line 33 of your Schedule F)

Other business expenses NOT LISTED ABOVE  Example: payroll services, technical advising, grant writing, etc.

Unpaid labor

Number of full days equivalent per year  You or family members who work on the farm

Housing

Do you provide housing for hired labor?

If yes,  for how many people?

how many months per year?

**NET 3 - CAPITAL DEPRECIATION (equipment, land, vehicles, etc)**

Enter the estimated current value of land  (2/acre)

If you own the property, enter the year of the purchase

Total Depreciation and Amortisation  (Line 34 of your Schedule F)

Year for the value above

- We collect information with an instrument we designed for this project.
  - All the information is confidential and there are no personal or commercial identifiers anywhere in this instrument.
- We greatly appreciate your participation, as this information is not available from any other source. Without it our analysis would be very limited in scope.

Each row in the survey corresponds to one of the aggregation categories:

- Yield
- Operations
- Labor
- Utilities
- Financial



- La información es obtenida usando un cuestionario que hemos diseñado para este proyecto.
- Toda la información es confidencial y no hay identificadores personales o comerciales en el cuestionario.
- Le agradecemos profundamente su participación. Esta información no está disponible en ninguna otra fuente, y el análisis será limitado sin ella.

Cada línea en el cuestionario corresponde a una categoría agregada

- Rendimiento del cultivo
- Operaciones
- Mano de Obra
- Servicios públicos
- Costos Financieros

## 5 PROVIDE YOUR INPUT

Using sticky dots, please indicate where you spend your money by cost category

Cost Category	Not that much of my Money	Some of my Money	Most of my Money
Car, ATV, and truck expenses			
Chemicals			
Conservation Expenses			
Custom Hire (Machine Work)			
Employee Benefits Program			
Fertilizers and Lime			
Freight and Trucking			
Gasoline, fuel, oil			
Insurance (other than health)			
Mortgage Interest			
Labor			
Pension and profit sharing plan			
Rent of lease of vehicles, machinery, equipment etc.			
Rent of lease of farmland			
Repairs and maintenance			
Seeds and plants			
Storage and Warehousing			
Supplies			
Taxes			
Water			
Electricity			
Other (please specify)			

### Provea su información

Usando los puntos adhesivos, por favor indique en que gasta su dinero entre las categorías listadas.

Tipo de gasto	Casi nada de mi dinero	Algo de mi dinero	La mayoría de mi dinero
Vehículos			
Químicos			
Gasto de conservación			
Contratos (maquinistas, por ejemplo)			
Beneficios para empleados			
Fertilizantes			
Transporte y envíos			
Gasolina, diésel, etc.			
Seguros			
Hipotecas			
Mano de obra			
Pensiones y reparto de ganancias			
Alquiler de máquinas y equipos			
Arrendamiento de tierras agrícolas			
Reparaciones y mantenimiento			
Semillas y plantas			
Almacenamiento			
Insumos varios			
Impuestos			
Agua			
Electricidad			
Otros gastos			