SALC 2.0

EGAP

August 20, 2025

Introductions



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Sustainable Agricultural Lands Conservation Program (SALC)

Supports California's greenhouse gas (GHG) emission reduction goals by making strategic investments to protect agricultural lands from conversion to more GHG-intensive uses.

SALC is part of California Climate Investments, a statewide program that puts billions of Cap-and-Trade dollars to work reducing GHG emissions, strengthening the economy, and improving public health and the environment – particularly in disadvantaged communities.

Types of Grants:

- Planning Grants - support the development of local and regional land use policies, economic development strategies, and plans to protect critical agricultural land.
- Conservation Acquisition Grants
- Capacity Grants (Acquisitions)

Who is Eligible to Apply?

- Cities, Counties, and Tribes
- Local Area Formation Commissions
- Councils of Government
- Groundwater Sustainability Agencies
- Regional Transportation Planning Agencies
- Special Districts with land use authority

California Department of Conservation

SALC Planning Grants

SALC 1.0

Purpose:

- Mapping agricultural lands
- Producer needs assessment
- Inventory of policies at local, regional and state level

Results:

- Three main issues identified: land access, water availability and efficiency, and workforce development
- Ten policy recommendations

SALC 2.0

Purpose:

- Support existing and emerging farmers through timely market research
- Develop strategies to support economic sustainability of farms

Expected Outcome:

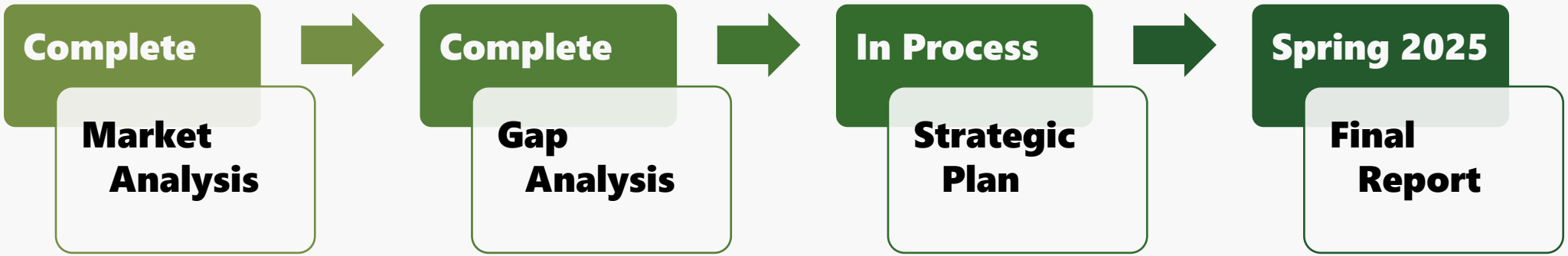
- Inform local agencies' decision-making to further aid and preserve the economic, environmental, and public health benefits that farms offer the region

California Department of Conservation

California Climate Investments
Cap and Trade Dollars at Work

California Strategic Growth Council

Project Overview



State of Agriculture in San Diego

Market Analysis

Part One | Trends: How many San Diego farms & agricultural acres will be lost if current trends continue unabated?

Part Two | Expenses: What are the costs of farming in San Diego County?

Part Three| Profits: How profitable are San Diego county farms?

Data sources include: U.S. Department of Agriculture (USDA) Census of Agriculture, County of San Diego Crop Statistics & Annual Report, Consumer Price Index (CPI)

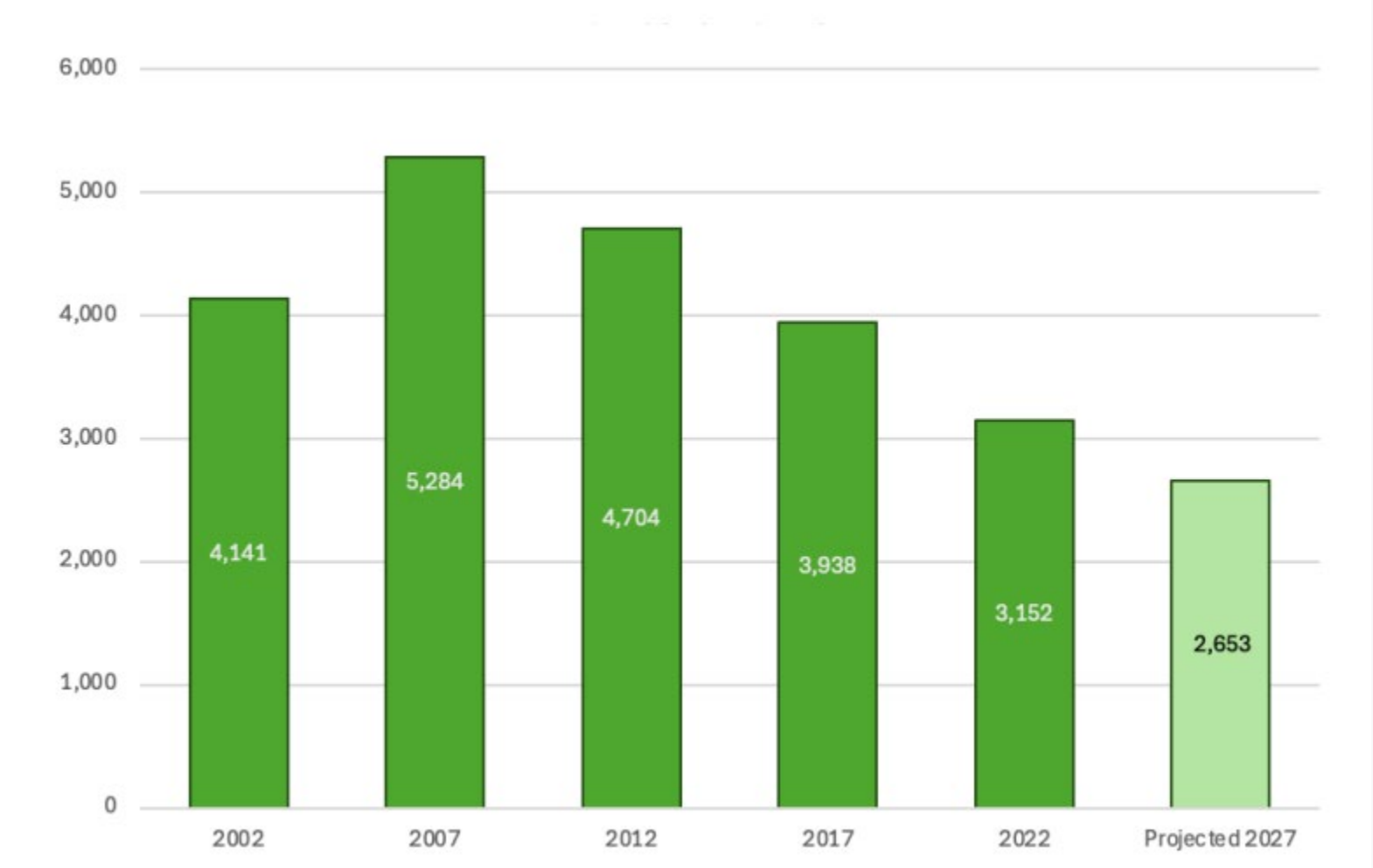
Market Analysis Findings

1. **Trends:** -18 acres of farmland a day & -1 farm every 3 & ½ days

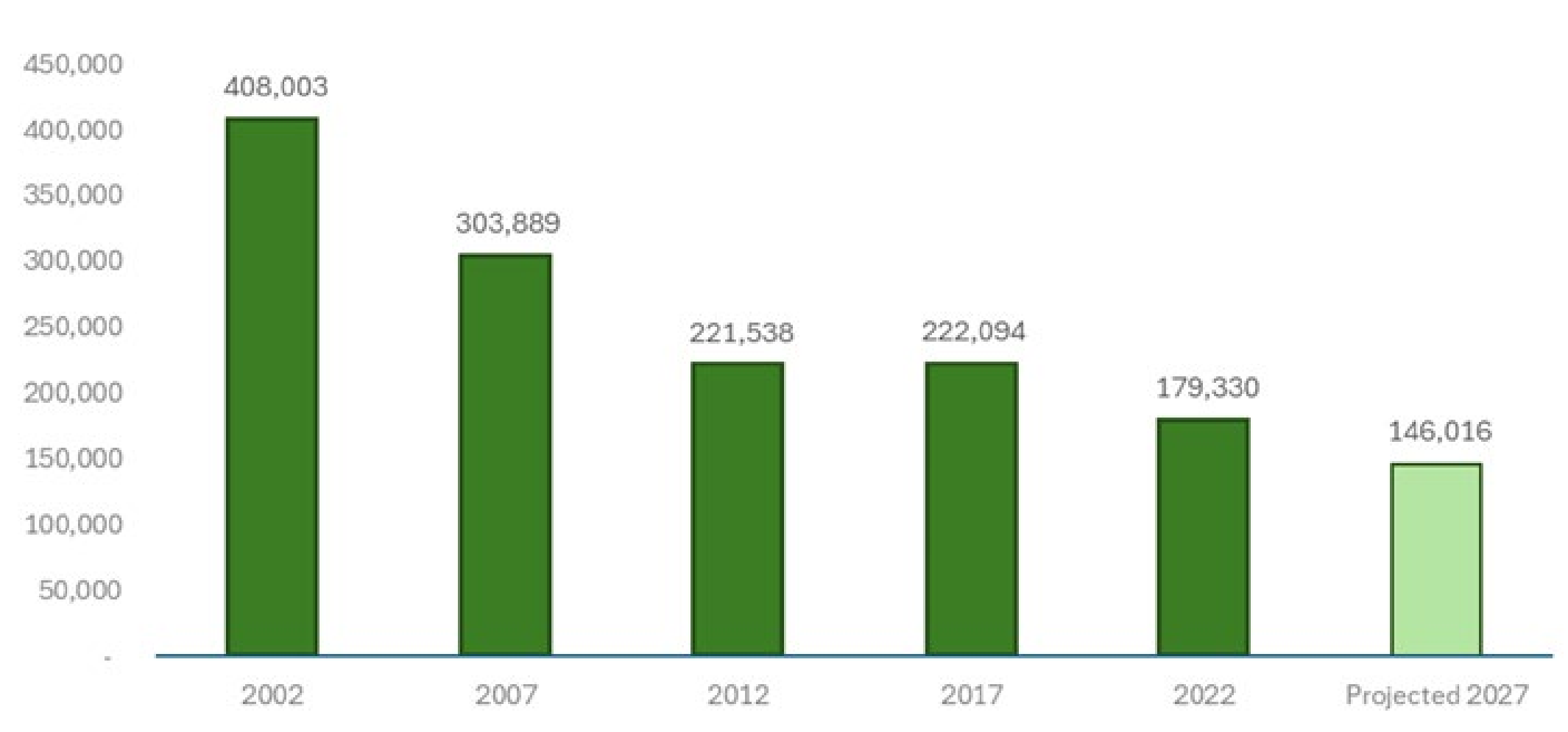
2. **Expenses**: Labor and rent
   - Most farm expenses have risen faster than inflation over 20 years
   - Water expenses depended on crop type

3. **Profits**: fluctuating operating profits
   - 2022 average of 13% -- half of the 25% threshold recommended by experts

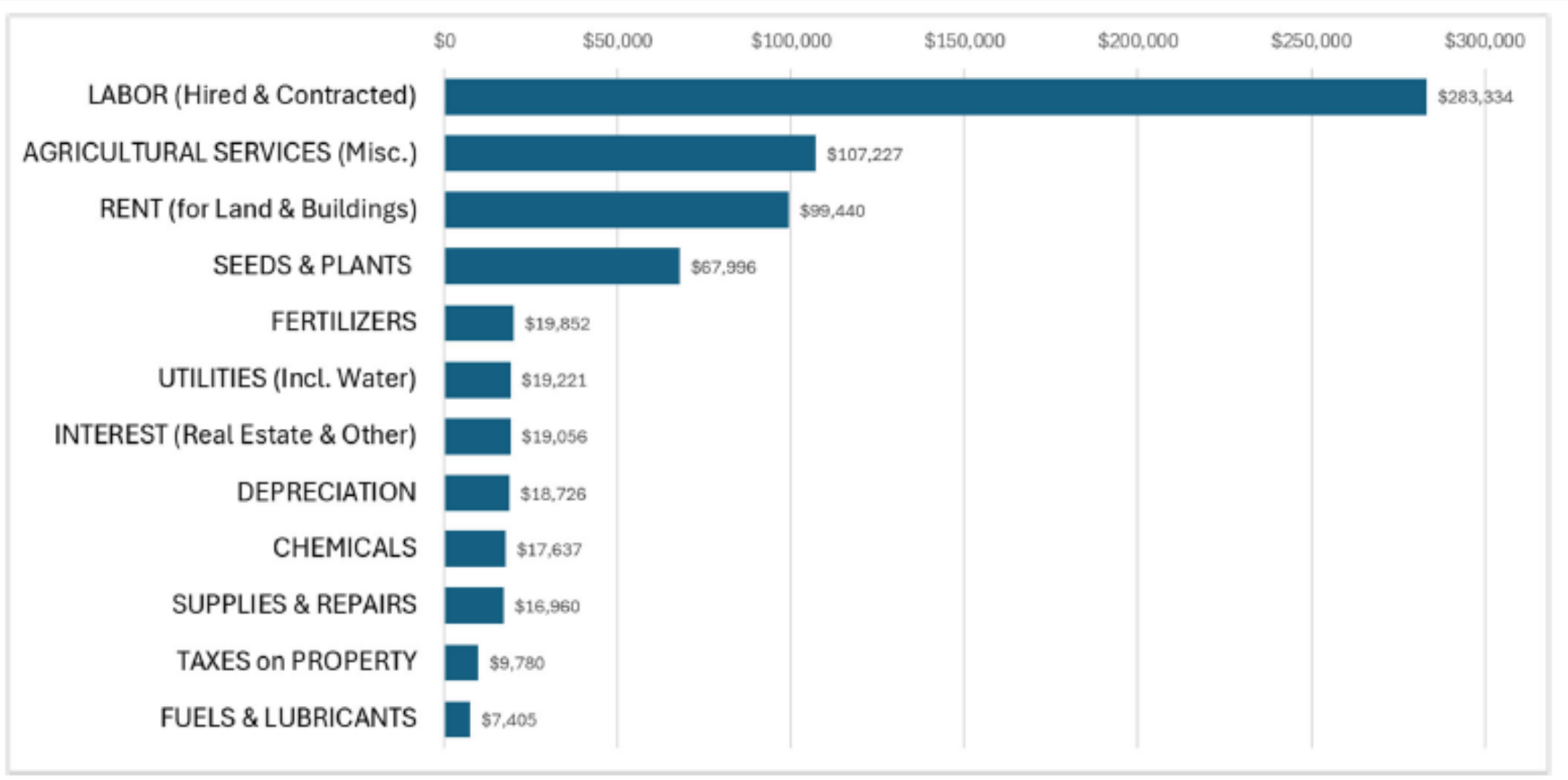
Forecasted Number of San Diego County (Crop) Farms in 2027



Forecasted Number of Agricultural Acres in San Diego County 2027



Average Per-Farm Expenses for 2022



Gap Analysis

Explores: the profitability of San Diego County crop production

- How profitable is production at the individual farm level?
- On the Countywide level?

Includes: supplemental information for 4 specific crop types

Provides: a foundation for future projects and policy change

Gap Analysis – Avocados

- 2022 net return per acre of $3,316 above total costs.
- To break even based on total costs, the required price was $1.09 per pound.
- Water costs highly influence financial performance.



Agricultural Profitability Assessment Tool

AG-PAT

What We've Heard

- Water cost, availability & efficiency
- Marketing & branding
- Technical & policy support

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FORUM FOR CULTIVATING SOLUTIONS

The County of San Diego and LAFCO invite you to attend this working session focused on identifying solutions to the economic challenges faced by agricultural producers.

WHO SHOULD ATTEND

- Agricultural producers
- Individuals and organizations involved in the region's agricultural industry
- Representatives from County Departments, local agencies and other jurisdictions
- Technical assistance providers
- Community based organizations
- Interested members of the public
- Kids welcome

WHAT TO EXPECT

- In depth discussions on how the County can support economic sustainability for agricultural producers
- Topics will include Policy, Water, Land, Profitability, and Food Systems
- Input will directly shape the Strategic Plan
- Learn about the Market & Gap Analysis Report findings
- Food provided

Date:
Tuesday, May 27th, 2025
9am-12pm

Location:
County Operations Center
Hearing Chambers
5520 Overland Ave, San Diego

ABOUT THE GRANT

SALC 2.0 aims to provide economic data on profitability to inform producers and local decision makers to further aid, preserve, and maximize the vital contributions that small scale farms offer the region.

FUNDED BY:



Please register to attend by scanning the QR code below

https://www.eventbrite.com/e/salc-20-fo-rum-for-cultivating-solutions-tick-ets-1338748305219?aff=oddtdtcreator

For questions, please reach out to: AgConservation@sdcounty.ca.gov
Include 'RE: Forum for Cultivating Solutions' in the subject line

Forum For Cultivating Solutions Input

Policy

- Water Access and Policy Reform
- Permitting and Regulatory Streamlining
- Farmworker Housing and Labor
- Role of Local Jurisdictions
- Long-Term Land Policy and Classification
- Governance and Coordination

Land

- Access to Land and Capital
- Fallow Land and Crop Suitability
- Supportive Infrastructure
- Conservation Easements

Profitability

- Cost Pressures and Market Competition
- Direct to Consumer Sales
- Labor Shortages
- Marketing and Consumer Education
- Program Improvements
- Crop Support and Innovation

Food Systems

- Marketing, Branding, and Certification
- Infrastructure and Distribution
- Institutional and Urban Markets

Next Steps


Strategic Plan
Public Review
Final Report
Public Review Period
BOS and LAFCO Commission

Questions and Feedback

AgConservation@sdcounty.ca.gov