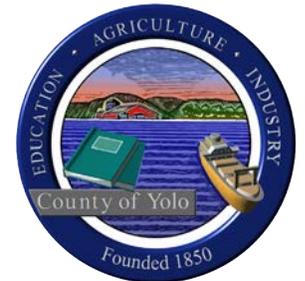


# Yolo County Agricultural Economic Development Fund



**Final Report**

**Prepared for:  
Yolo County**



**Prepared by:  
CONSEROSOLUTIONS**

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# Attachment

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Attachment 1 Letter from Yolo Farm Bureau

## Introduction

On Tuesday June 10, 2014, the Yolo County Board of Supervisors voted to approve the establishment of the Yolo County Agricultural Economic Development Fund (Yolo Ag Fund) as a vehicle to support agriculture in Yolo County. The Yolo Ag Fund is a central component of Yolo County's efforts to support agricultural sustainability in the face of potential changes to the existing landscape of the county. Yolo County possesses a bounty of agricultural riches sustained by innovative growers, supported by efforts of local government entities to preserve agricultural land, and buoyed by local communities increasingly supportive of the "farm-to-table" and "locovore" movements. Agriculture is consequently an essential part of the Yolo County economy, as well as its heritage.

Yolo County has traditionally focused on preserving farmland as a means of sustaining its strong agricultural economy. There are signs, however, that preservation alone may no longer be sufficient. The County's farmland is increasingly the focus of state and federal proposals to improve wildlife habitat and flood protection. In addition, the diminishing supply of wildlife habitat elsewhere in the region has created a growing demand for mitigation banks and other forms of out-of-county mitigation in Yolo County. These changes will impact local agriculture, so Yolo County is working to support agricultural sustainability as part of its response to such proposals.

The Yolo Ag Fund is a key element of this strategy. The Yolo Ag Fund is a forward-looking effort to support the continued work of local growers to produce high-quality agricultural products and bring those products to the local, regional and national public. Yolo County developed the Yolo Ag Fund from existing plans approved by the Yolo County Board of Supervisors and in coordination with the Yolo County Ag Commissioner, the Yolo/Solano Farmbudsman, the Yolo County Farm Bureau, and other stakeholders working in local communities to promote agricultural sustainability. This report provides the foundation from which the Yolo County Board of Supervisors can develop an implementation strategy for the fund. Through the tactical planning and annual budget processes, the Board of Supervisors will further prioritize projects and develop an assessment process for the implementation of funded projects. The Yolo County Board of Supervisors is responsible for allocating funds and evaluating projects on a case-by-case basis.

## Goals

The Yolo Ag Fund will support projects with the following goals:

1. Assist farmers in bringing their products to the public through infrastructure and business innovations, including financing and permitting assistance;
2. Promote the use of and market for Yolo County agricultural products;
3. Increase the awareness of Yolo County as an authentic food and wine destination; and
4. Educate the public about the role of agriculture in sustaining a healthy environment.

# Report Components

The Yolo Ag Fund contains the following components:

Approved Project List	Top Ten Projects	Detailed Project Summaries
<p>Consero Solutions reviewed the Yolo County General Plan 2030, the Yolo County Comprehensive Economic Development Strategy, the Yolo County Economic Development Strategy, and the Three-Year Tactical Plan and identified 97 agricultural economic development projects. These projects are listed on pages 27 through 35.</p>	<p>Working with the Yolo County Farm Bureau, the Yolo County Ag Commissioner, and the Yolo County Planning and Public Works Department, Consero Solutions identified ten priority projects for implementation in three project categories. A brief description of each of these projects is provided on pages 3 through 5. This list is not numbered in order of priority. Funding prioritization will be decided by the Yolo County Board of Supervisors on an annual basis.</p>	<p>Consero Solutions developed detailed project summaries and sample budgets the top ten projects. All ten projects will require ongoing funding and two will require an initial one-time investment. These ten projects include one-time costs as well as annual costs of approximately \$5 million.</p>

# Project Categories

Yolo Ag Fund projects generally fall within the following categories:

Marketing & Outreach	Resource Assistance to Growers	Road & Agricultural Infrastructure Improvements
<p>Marketing and outreach includes consumer marketing and industry marketing. Consumer marketing is marketing directly to consumers and building brand recognition of Yolo County agricultural products and services. Industry marketing is attracting new agricultural entities, such as processing facilities and dairies, to Yolo County. Examples include the Agricultural Marketing Initiative (\$160,000/year) and continuation of Farm to School (\$243,500/year).</p>	<p>Resource assistance includes providing financial, technical, business and permitting assistance to new and established growers. Examples include expansion of the Farmbudsman’s Office (\$119,000/year) to provide permitting assistance and the establishment of a microloan program (\$300,000 to \$600,000/year) to provide low-interest loans to growers for permitting assistance.</p>	<p>Road and agricultural infrastructure improvements are essential to continued agricultural sustainability. Examples include dedicating funding to improve farm-to-market routes (\$1,250,000/year).</p>

## Funding Sources

There is currently no funding for implementation of the Yolo Ag Fund, although some projects could be initiated with grant funding. Yolo County may also request contributions to the Yolo Ag Fund as mitigation for projects proposed in Yolo County. The Yolo Ag Fund will need an ongoing source of revenue to sustain its programs and ensure adequate resources to apply for grants and manage projects.

## Contributors

Consero Solutions met and corresponded with the following stakeholders in the agricultural community to develop the Yolo Ag Fund. These stakeholders are currently involved in ongoing efforts to provide many of the support services described in the Yolo Ag Fund.

- Ann Evans and GeorgeAnne Brennan of Evans & Brennan, LLC, the creators of the Agricultural Marketing Initiative in 2006-2007.
- Eric Paulson (past President), Jeff Merwin (current President) and Denise Sagara (Executive Director): Yolo County Farm Bureau
- Cindy Tuttle (Intergovernmental Relations Manager), David Morrison (Assistant Director of Planning and Public Works), John Young (Ag Commissioner) and Kristy Levings (Project Director, Ag Commissioner's Office): Yolo County
- Michelle Stephens: Yolo and Solano County Farmbudsman
- Marc Nemanic: 3 Core Economic Development Corporation Executive Director and the California Finance Collaborative
- Colleen Crowden: Sierra Economic Development Corporation Loan Program Supervisor
- Kevin Sanchez: Yolo County Food Bank Executive Director
- Michele Clark: Yolo Land Trust Executive Director
- Mary Kimball: Center for Land-Based Learning Executive Director

## Top Ten Projects

The Yolo Ag Fund will support projects that increase the awareness of Yolo County as an authentic food and wine destination, promote the use of and market for Yolo agricultural products, educate the public about the benefits of local agriculture, and assist farmers in bringing their products to the public through infrastructure improvements, regulatory assistance and business innovations. This fund has the potential to help Yolo County become a recognized regional and national model for sustainable, local agricultural economic development. County staff and local stakeholders selected ten projects from a list of over 97 action items approved by Yolo County in the 2030 Countywide General Plan, the Three-year Tactical Plan, Yolo County Comprehensive Economic Development Strategy and the Yolo County Economic Development Strategy. The action items are not listed in order of priority and some of these projects represent a compilation of action items from adopted plans. The Yolo County Board of Supervisors will determine funding allocations through the tactical planning and annual budget processes.

## Marketing and Outreach

Three of the top ten projects focus on creating public awareness and building brand recognition of Yolo County agricultural products and services.

Project Description	Status	Budget & Funding
<p><b>1) Farm to School Yolo:</b> Create and sustain an effective Farm to School program to bring fresh locally grown/produced food to school meals and provide farm education programs. YGP/TP Action AG-A22</p>	<p>Currently in Phase 2 (2012-2015), the county is working with consultants and county staff to develop funding sources, assess market potential, farmers and distribution systems, determine school district readiness, and estimate capital and operational costs. Starting in 2010, Phase 1 included the development of a vision, timeline, budget, and funding sources. Phase 3 will include implementation and sustainability.</p>	<p>Currently partially funded through a 3-year USDA CDFA block grant, implementation for Phase 3 is estimated at \$160,000 annually.</p>
<p><b>2) Agricultural Marketing Initiative:</b> Building and promoting a brand for Yolo agricultural goods and services through food and wine events (festivals, tours), media initiatives and partnerships. Establish Yolo County as an important, emerging wine region and position Yolo County as central to the fast-growing California olive oil industry through targeted marketing. Integrate top ten crops (e.g., processing tomatoes, alfalfa, wheat, rice, nuts, organic produce) into all aspects of the initiative for marketing and education. YEDS, YGP: Action AG-A16</p>	<p>From 2006-2009, the Agricultural Marketing Initiative promoted food, wine and agriculture in and beyond Yolo County. The initiative lapsed in 2009 due to a lack of funding but could expand in the future to promote agricultural tourism, direct marketing, and the establishment of an Agricultural Advisory Board.</p>	<p>Approximately \$243,500 annually.</p>
<p><b>3) Food Policy Council:</b> Create an advisory council to recommend the creation and implementation of agricultural marketing programs. YGP: Action AG-A17</p>	<p>In 2009, the Yolo County Board of Supervisors approved the establishment of a Food Policy Council in the Yolo County General Plan 2030. The Yolo County Ag and Food Alliance is currently acting as a Food Policy Council and is dedicated to discussing and resolving issues related to the food system in Yolo County.</p>	<p>\$105,000 annually, includes contractor/facilitator fees and indirect costs.</p>

## Resource Assistance for Growers

Six of the top ten projects provide new and established farmers with financial, technical and business assistance.

Project Description	Status	Budget & Funding
<p>4) <b>Full-time Farmbudsman:</b> Increase current .25 FTE to 1 FTE for Yolo County: assist farmers and ranchers with agricultural permitting and standards, provide in-depth financial assistance including loan and grant support. YGP: Action AG-A18, Action AG-A19</p>	<p>The Agricultural Permit Coordinator position is currently part-time. The position could be expanded to include advocacy for agricultural issues such as permitting, zoning, and business development.</p>	<p>Approximately \$119,000 annually including supplies, equipment and overhead.</p>
<p>5) <b>Food Processing Initiative:</b> Attract food processing facilities, encourage existing processing facilities to expand, and improve the ability of small farmers to get their products to market. YEDS, YCED</p>	<p>Enhanced food processing could expand market opportunities for small and mid-sized farmers, increase consumer access to fresh and healthy food and strengthen the regional food system. Significant research has been conducted on the viability of a “Food Hub” in Yolo County to assist small farmers with processing needs. The Yolo Food Bank is currently planning to expand into a Food Hub called the Food Innovation Center.</p>	<p>Approximately 1 M annually</p>
<p>6) <b>Agricultural Conservation Easement Program:</b> Coordinate the acquisition of agricultural conservation easements by agencies and organizations through the Agricultural Commissioner’s office. YGP, Action AG-A30</p>	<p>The establishment of a local, independent program to fund agricultural land conservation easements will provide additional funding and centralized coordination.</p>	<p>Approximately 3 M annually</p>
<p>7) <b>Revolving Loan Program:</b> Direct technical, permitting and financing assistance to small businesses in Yolo County. YCED</p>	<p>This program does not currently exist, but a loan program could be developed with regional partners to cover upfront permitting costs of agricultural projects. This program could also include assistance other than permitting.</p>	<p>This program would require establishment of a one-time revolving loan account of \$300,000-\$600,000 and annual other staffing costs.</p>
<p>8) <b>Farm Lease Program:</b> Create opportunities for incubator farms with willing landowners, consisting of small leased parcels on land protected under conservation easement. Provide opportunities for joint access to shared equipment and irrigation. Ensure that leases mandate active agricultural production. YGP: Action AG-A8</p>	<p>The Center for Land-Based Learning founded the California Farm Academy to address this issue. The Academy provides training and mentoring assistance to new farmers, as well as access to equipment and land.</p>	<p>\$360,000 annually</p>

## Road and Agriculture Infrastructure Improvements

This project focuses on improving roads and local infrastructure for agricultural needs.

Project Description	Status	Budget & Funding
<p><b>9) National Flood Insurance Program:</b> Seek modifications to the National Flood Insurance Program reauthorization bill to protect both rural area and incorporated cities (2017). TP</p>	<p>Yolo County is a member of the Agricultural Floodplain Management Alliance, an alliance of government entities and other organizations working to secure a new special flood hazard area designation that is specific to agriculture and other changes to the National Flood Insurance Program.</p>	<p>One-time funding of \$140,000 and \$10,000 annually.</p>
<p><b>10) Farm-to-Market Route Maintenance and Improvement Program:</b> Continue to identify farm-to-market routes and needed improvements and maintenance for those routes. YGP: Action CI-A18, Action CI-A24</p>	<p>Yolo County has successfully secured funding for some major farm-to-market route projects, such as the County Road 99 and County Road 98 improvements, but needs additional funding to maintain and improve other routes.</p>	<p>Approximately \$1.25 million annually. Yolo County is working with the four cities in the county to develop a countywide Capital Improvement Plan that would serve as the foundation for a countywide transportation tax that could support this program if passed.</p>

# Detailed Project Summaries

## Project Summary 1-Farm to School Yolo

**Farm to School Yolo is a public health and agricultural marketing initiative focused on changing the way students and young people eat and think about food, as well as improving health through development of life long healthy eating habits. Bringing fresh, locally grown and produced food to school meals in all five school districts, Farm to School Yolo will anchor the local food system by working to improve markets for local farmers, increase school district access to local foods, and put seasonal food on the school lunch plate, made by school district staff or local businesses where possible.**

### History

The Yolo County Board of Supervisors supported the creation of Farm to School Yolo in the 2030 Yolo County General Plan. Farm to School Yolo builds on the 3-year Yolo Agricultural Marketing Initiative and the successful Davis and Winters farm to school programs. A 60-member Advisory Task Force is guiding the project's implementation, including food service professional development, grower/farmer assessment, training and development, and menu and recipe templates. More information is available at <http://harvesthubbyolo.org/farm-to-school>).



2011 National Ag Week Art Contest Winner Angelina Wedding, 3rd Grade, Whitehead Elementary School, Woodland

The cities of Davis and Winters have independent Farm to School programs that work in conjunction with Farm to School Yolo.

### Current Status

The program is currently funded through a three-year California Department of Food and Agriculture Specialty Crop Block Grant that will end in June 2015. Accomplishments include:

- A Farm to School guidebook for distribution to all California Agricultural Commissioners and school districts is currently under development. The guidebook includes recipes, menus, and seasonality tables. The recipes are designed for 50 and 100 servings.
- Evans & Brennan, LLC has taught three cooking classes per year for about 12-15 kitchen/cafeteria managers in each of the five Yolo County school districts. The hands-on cooking classes feature California grown produce with an emphasis on crops available in the Yolo/Sacramento region. The classes focus on seasonality and the agricultural/culinary background of locally grown products. Classes include recipes for entrees, sides, soups, sandwiches and salads.

- Three annual farm trainings have helped to build relationships between food service directors and local farmers. The classes have been instrumental at identifying the needs of both groups and have acted as a starting point for addressing barriers in the process.
- Capay Organic, a local farm, is coordinating local, fresh, organic produce distribution to Yolo County schools for the Harvest of the Month program and acting as an aggregator for local farms.
- The program has been a catalyst for in-school gardening and composting programs, farm-field trips and other educational activities.

## Potential Benefit

Continuation of Farm to School Yolo will help solidify the early successes of the program, including helping school children develop healthy eating habits and connecting local growers to distribution networks within local schools. As a result of the first two years of Farm to School Yolo, the amount of local produce purchased and sold in three of the five school districts, as well as Head Start, increased from 2012 to 2013. If funded past 2015, Farm to School Yolo will continue to promote healthy meal options for schoolchildren and participation in the local agricultural economy. New grant funding will enable the Agricultural Commissioner’s Office to further connect school districts and farms with a Forager/Buyer position and continue efforts such as Ag in the Classroom and outreach to parents who make lunchtime decisions for their children. The program will also continue to expand the network of local farmers distributing produce directly to the five school districts and continue to develop training strategies for food service workers. With additional funding, these combined efforts will foster a cohesive school wellness strategy that results in healthy students, families, and communities.

## Sustainability

Farm to School Yolo will need ongoing support from the Yolo Ag Fund, but will ensure a significant portion of funding is raised from private sources annually. Farm to School Yolo can keep its costs relatively low and increase its ability to apply for state, federal and private funding by partnering with local organizations, school-based volunteer networks, and community groups.

## Annual Cost

This budget is based on the existing annual costs for Farm to School Yolo.

Personnel (Project Director)	\$45,000
Project Director Fringe Benefits (20%)	\$10,000
Marketing Firm Contract (Guidebooks, marketing collateral, cooking classes, demonstrations and workshops)	\$20,000
Program Evaluation Contract	\$20,000
Website Maintenance Contract	\$5,000
School Districts and Head Start Contract	\$55,000
Travel and Training	\$5,000
<b>Annual Total</b>	<b>\$160,000</b>

## Project Summary 2-Agricultural Marketing Initiative

**The Agricultural Marketing Initiative creates public awareness and builds brand recognition of Yolo County agricultural products and services. The Initiative promotes Yolo as a valuable agricultural-based food and wine destination, with a unique blend of rural authenticity and urban innovation.**



Davis Farmer's Market

### History

The Agricultural Marketing Initiative was conceived, developed and implemented from 2006-2009 under contract with Evans & Brennan, LLC to promote food, wine and agriculture in and beyond Yolo County through targeted marketing, event organizing, campaign conceptualization and organizational development.

Past accomplishments include:

- Produced seven public events, including "A Taste of Yolo," an annual trade show, dinner and corresponding website (website now called [yoloharvesthub.com](http://yoloharvesthub.com)) and a weekend-long "Yolo County Food and Wine" event at COPIA in Napa.
- Created a network of food, agricultural and educational partnerships including a wine and wine grape grower association and an olive oil producer collaborative.
- Facilitated a new Yolo Sustainable and Organic Agriculture Program within University of California Cooperative Extension Yolo County.

### Current Status

The Agricultural Marketing Initiative lapsed in 2009 as a result of a lack of funding. New funding would provide an opportunity to renew the initiative and potentially expand it to include actions such as expanding the role of the Agricultural Commissioner's office to promote agricultural tourism (Yolo General Plan Action item AG-15). The initiative could include consumer marketing, food and wine tourism events, industry marketing and partnership building.

### Potential Benefit

The development of well-executed agri-tourism events and brand recognition will increase consumer-driven revenue in Yolo County and increases direct-to-consumer opportunities for producers. Industry-based marketing will help grow and sustain distribution networks and will help to build infrastructure by attracting food processors needed to sustain increased demand for products and services.

## Sustainability

Ongoing support from the Yolo Ag Fund is essential for the sustainability of this program and to prevent future lapses in work that erodes past achievements. The program will, however, contain a fundraising component to ensure a significant portion of the budget comes from private funding. The food and wine events should sustain themselves through sponsorships and ticket sales. Partnerships with regional organizations will increase the ability to apply for grant funding.

## Annual Cost

Contracts	\$120,000
Materials	\$15,000
Event Costs: venue, speakers, design, etcetera	\$15,000
Human Resources: staff management of project (.5 FTE) (1080 hours @ \$82/hour)	\$88,500
Travel and Training	\$5,000
<b>Annual Total</b>	<b>\$243,500</b>

**This initiative supports the development of a Food Policy Council to discuss and resolve issues related to the food system in Yolo County.**



Photo Credit: Yolo County Visitors Bureau

### History

In 2009, the Yolo County Board of Supervisors approved the establishment of a Food Policy Council in the Yolo County General Plan 2030. A Food Policy Council generally focuses on discussing and resolving issues related to the entire food system. The food system has five elements including production, processing, distribution, retail, and consumption. A Food Policy Council works to involve all stakeholders to address food system issues, including representatives of agriculture, education, non-profit organizations, government, and the environment. In 2004, the Yolo County Ag Futures Alliance formed to bring agricultural stakeholders together to improve agricultural sustainability in Yolo County, establishing a foundation for a future Food Policy Council. From 2011 to 2013, the organization refined and broadened its focus to include the entire food system and changed its name to the Yolo County Ag and Food Alliance (Yolo AFA). This new focus expanded the Ag and Food Alliance's membership to include leaders from Yolo Food Connect, a countywide effort to address food security issues. Although the Yolo AFA is not formally a Food Policy Council, it is the closest organization to such a Council currently in existence.

### Current Status

The Yolo AFA is a volunteer organization and does not have funding to implement priorities outside of volunteer efforts. The Yolo AFA currently has five subcommittees: Stronger UCD Connection, Food Hub, Farm to School, Policy Action, Community Engagement, News & Outreach, and Food Access & Urban Agriculture. Funding from the Yolo Ag Fund could help these committees implement priorities as the Yolo AFA develops them.

## Potential Benefit

The Yolo AFA could help identify and address gaps in the Yolo County food system. Since members of the AFA are also involved in other efforts identified in the Yolo Ag Fund, such as Farm to School and food processing, funding for the AFA could help support these other efforts. Serving as a Food Policy Council, the Yolo AFA will bring wide-ranging leadership together with an eye toward helping to avoid duplication, build trust, and strengthen community efforts. The AFA will accomplish this work through a series of events, forums, presentations, and publications. The benefits of these activities are more informed and connected decision makers and citizenry. This AFA also will provide a forum for community centric business ideas and programming changes, helping to start businesses, initiate new programs in government or other agencies, and match organizations with funding.

## Sustainability

The Yolo AFA will need continued support from the Yolo Ag Fund for its projects, programs and some staffing, but is expected to also secure grants from sources outside Yolo County.

## Annual Cost

Contractor/Facilitator Funding	\$100,000
Indirect costs	\$5,000
<b>Annual Total</b>	<b>\$105,000</b>

## Project Summary 4-Expansion of the Farmbudsman Program

**The Farmbudsman program focuses on facilitating and expediting the development of promising value-added agricultural products in Solano County and Yolo County. The program also could be expanded to provide additional assistance to growers, including helping growers access funding or loans for farm improvements.**



Yolo Land & Cattle Co

### History

The Yolo County Board of Supervisors supported the creation of a Farmbudsman position in the 2030 Yolo County General Plan. Yolo County and Solano County jointly launched the Farmbudsman program in April 2013 with the appointment of a Farmbudsman for both counties. The program's objective is to "facilitate and expedite the development of promising value-added agricultural projects in Yolo and Solano counties." The program is still developing baseline activities, but will strive to meet the following goals by 2015:

- 20% increase in approvals of agriculture-related projects
- 500 new agriculture-related jobs
- 5 new processors added

More information about the Farmbudsman is available at:  
<http://www.solanocounty.com/farmbudsman/home.asp>

### Current Status

The Farmbudsman is a shared part-time position between Solano and Yolo Counties with 25% time focused on Yolo County. The Farmbudsman assists farmers, ranchers, and agriculture-related businesses with various permitting processes, including assistance with agricultural permitting and standards required by regulatory agencies. In the first year of the program, the Farmbudsman developed relationships with the stakeholders in the agricultural community and is now a central point of contact for information on permitting requirements. The Farmbudsman also works with farmers and ranchers to navigate the new Yolo County zoning requirements implemented in 2014. As the Farmbudsman works with growers to understand the economics of permitting, which can cost thousands of dollars, the Farmbudsman naturally receives numerous questions about how to finance these costs. Although not currently part of the program scope, the program could expand to help growers access grant and other funding, as well as manage implementation of a new Revolving Loan Program specifically for Yolo County agricultural businesses (See Project Sheet: Revolving Loan Program).

## Potential Benefit

Increasing the Farmbudsman’s hours in Yolo County will allow the office to assist more growers with the expansion of value-added agricultural projects in Yolo County, as well as allow the Farmbudsman to work more closely with representatives from the Planning and Public Works Department, Agricultural Commissioner’s Office, Health Department, and other agencies. Other priorities for further expansion of the office include:

- Establish a loan program to assist farmers with permitting costs and other small business loans (see Top Ten Projects: #7 - Revolving Loan Program);
- Assist farmers with access to existing loan or grant programs;
- Develop a Food Processing Initiative to attract food processors, encourage existing processors to expand and improve the ability of small farmers to bring products to market. This is also one of the Yolo Ag Fund’s top ten projects.
- Work with local non-profit organizations, such as the Center for Land-Based Learning, to continue and expand the California Farm Academy to create opportunities for incubator farms on local government-owned parcels or in partnership with other willing landowners (see Top Ten Project #8: Farm Lease Program).
- Increase public interaction and outreach efforts to ensure that feedback from agricultural stakeholders is being heard and that the agricultural perspective is voiced in larger political, environmental and economic development efforts throughout the region (YGP: Action ED-A28).
- Help farmers navigate other pertinent issues, such as transportation, water, and business development.

## Sustainability

The project will need ongoing support from the Yolo Ag Fund, but will contain a fundraising component to ensure a significant portion of the budget comes from private funding.

## Annual Cost

Solano County and Yolo County have a joint operating agreement with Solano Community College Small Business Development Center (SBDC) for the Farmbudsman Program. The Farmbudsman is an independent contractor. Each county is contributing \$27,000 annually to reimburse SBDC for services. The sample budget assumes that the Farmbudsman is a full-time staff position within Yolo County.

Salaries (Farmbudsman)	\$85,000
Benefits (30%)	\$25,500
Direct Costs	\$8,500
<b>Annual Total</b>	<b>\$119,000</b>

**This initiative supports programs that attract new food processing facilities, encourage existing processing facilities to expand, and improve the ability of small farmers to get their products to market.**



Rendering of Food Innovation Center.

### History

Historically, large-scale commodity crops grown for non-local markets have dominated the agricultural landscape in Yolo County. Tomatoes, alfalfa and tree nuts are consistently the largest and most profitable crops with successful processing and exporting systems. Recently, however, small and medium-scale farmers in Yolo County have become more prevalent. These farmers would benefit from increased local processing capabilities. The Yolo County Economic Development Strategy contains an action to “attract new and assist existing processing facilities for expanding farm industries.” The Yolo County Comprehensive Economic Strategy contains an action item to “attract new food processing facilities, encourage existing processing facilities to expand, and improve the ability of small farmers to get their products to market.”

### Current Status

The Yolo Food Bank, the Yolo County Ag and Food Alliance, and other organizations are involved in efforts to expand food processing opportunities. Existing needs include aggregation and distribution facilities, as well as single-crop processing like hulling and milling. While there are many viable processing concepts, the “food hub” concept has gained in popularity nationally and locally. Generally, a food hub is a local site for aggregating, storing, processing and distributing food from small and mid-scale farmers. Many stakeholders, including UC Davis, the Yolo Food Bank and the City of Winters are interested in enhancing local food processing to benefit local farmers, strengthening the regional food system and feed all of the county’s residents.

### Research

- In 2011, the Yolo County Ag and Food Alliance commissioned a study of the local food system from UC Davis entitled “Context Matters: Visioning a Food Hub in Yolo and Solano Counties.” This report galvanized a working group to determine the needs and opportunities of a regional food infrastructure.

- The City of Winters is considering the possibility of becoming a food hub. Seeking to capitalize on existing infrastructure and good growing conditions, the city is conducting research and seeking input on the economic viability of a food hub. <sup>1</sup>
- Sacramento Area Council Of Governments (SACOG) is currently finishing a comprehensive 3-year "Food Hub" study to gather the necessary data to create a pro-forma business plan that articulates the market demand, the distribution channels, the required acreage, and the necessary funding.

### Projects

- As the largest hunger relief organization in the county, the Yolo Food Bank currently provides food to more than 24,000 Yolo County residents each month. The Food Bank has outgrown its aging facility and recently purchased a newer, more functional site to expand its food banking operations and plans to develop and create a multi-use Food Innovation Center. The Food Innovation Center would provide a space to gather product from farmers for distribution, offer 2-3 processing lines to accomplish different tasks, rent out its large commercial kitchen space by the hour to food entrepreneurs, teach culinary skills, co-pack processed product, store it in either cold or dry storage, and distribute as necessary.

### Potential Benefit

Enhanced food processing in Yolo County could expand market opportunities for small and mid-sized farmers, increase consumer access to fresh and healthy food and strengthen the regional food system. The Food Innovation Center offers farmers and food entrepreneurs the opportunity to turn their raw ingredients into value-added products. This increases the income for farmers, provides new business opportunities for beginning entrepreneurs, and helps establish a stream of consistent funding for the Yolo Food Bank. Other viable concepts that this initiative could fund include single-crop processing facilities like the Clarksburg Wine Company custom crush facility and the Seka Hills Olive Mill.

### Sustainability

Projects and programs supported by the food processing initiative will need seed funding and ongoing support from the Yolo Ag Fund. Programs like the Food Innovation Center can sustain operations through equipment and facility rental and programmatic income, and through fundraising from private sources.

### One-time Costs

Equipment/installation for Food Innovation Center	\$1,024,000
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### Annual Costs

Personnel	\$763,000
Facilities	\$46,000
Staff/Contractors (.5 FTE) (1080 hours @ \$82/hr)	\$88,500
Travel and Training	\$5,000
<b>Annual Total</b>	<b>\$903,500</b>

<sup>1</sup> <http://www.bizjournals.com/sacramento/news/2014/06/13/winters-seeks-input-on-building-economic.html>

## Project Summary 6-Agricultural Land Conservation Easement and Landowner Stewardship Program

**This initiative supports the acquisition of agricultural land conservation easements from willing landowners to help permanently conserve agricultural land and open space in Yolo County.**

### History

Yolo County has a long history of working with private landowners to conserve agricultural land, including support of the placement of conservation easements on agricultural land. In 1988, the Yolo Land Trust was founded to “help preserve Yolo County’s agricultural and natural resource heritage.” To date, the Yolo Land Trust has helped place conservation easements on over 60 parcels, permanently conserving over 10,000 acres of agricultural land. The California Rangeland Trust has similarly worked in Yolo County to help ranchers place conservation easements on rangeland.

Several other land conservation organizations also hold

conservation easements throughout the County. Yolo County also has supported the Williamson Act and other measures to conserve agricultural resources.



Photo Credit: Yolo County Visitors Bureau

### Current Status

This program is new. The Yolo Land Trust has historically helped landowners secure acquisition funding for conservation easements from federal and state agencies and private organizations. Although federal funds are still available through an annual allocation in the Farm Bill, the required state matching funds have dwindled due to the full expenditure of bond funds allocated for the conservation of agricultural land. In addition, as a result of the recession and other cutbacks, private organizations no longer have funds for agricultural land conservation easements. The establishment of a local, independent program to fund agricultural land conservation easements will provide the needed funds to augment funding available from other sources.

Yolo County could also explore establishing a landowner stewardship or working landscapes initiative with funding from this program. Such a program could provide payments to willing landowners for managing their land for habitat in 10- to 20-year contracts, such as installation and management of hedgerows or other wildlife-friendly agricultural practices.

Yolo County will accept applications from interested organizations, such as the Yolo Land Trust, for funding from this program. The Yolo Land Trust or another conservation entity would receive a grant from the County and use the funds to acquire conservation easements or to make payments under the stewardship program.

## Potential Benefit

Agricultural land conservation easements protect the land and its resources in perpetuity. In return, the landowner receives a one-time payment based on the appraised value of the easement. The easement may also result in a reduced assessment value for tax purposes. Agricultural land conservation easements further ensure future generations have continued opportunities to farm.

## Sustainability

The program has no current funding, but could be supported in the future by independent contributions to the Agricultural Economic Development Fund. A sustainable funding source also needs to be identified for ongoing management costs.

## Annual Cost

The annual budget is based on the purchase of one 600-acre conservation easement at \$5,000/acre. Actual costs and size of conservation easements may vary. The personnel and indirect costs assume a 1/3 FTE to manage the program.

Funding for Conservation Easements	\$3,000,000
Personnel	\$50,000
Indirect Costs	\$10,000
<b>Annual Total</b>	<b>\$3,060,000</b>

## Project Summary 7-Agricultural Permitting Revolving Loan Program

**Working with Sierra Economic Development Corporation (SEDCorp) and the Yolo County Farmbudsman, establish an Agricultural Permitting Revolving Loan Program to help farmers gain access to the capital needed to permit new or expanded agricultural businesses.**

### History

The Yolo County Farm Bureau has requested the establishment of a loan program dedicated only to covering upfront permitting costs for new agricultural businesses, which can cost thousands of dollars. According to the Yolo Farm Bureau, the upfront cost of permitting causes many farmers to abandon plans to develop or expand their businesses.



**Photo: Taber Ranch**  
**Photo Credit: Yolo County Visitors Bureau**

### Current Status

No program currently exists, but the development of an Agricultural Permitting Revolving Loan Program is complementary to the expansion of the Farmbudsman program. As the program is implemented, it could expand to include other costs and capital needs, including regional specific needs, such as buy down insurance for flood rates in Clarksburg or the purchase of machinery and equipment.

### Resources and Fund Management

Yolo County would work with the Sierra Economic Development Corporation or another existing company to establish the Revolving Loan Program.

- The Sierra Economic Development Corporation (SedCorp) currently services Yolo County through its USDA and SBA loan programs. In initial discussions, SEDCorp has expressed interest in managing a specific permitting loan program for Yolo County. SEDCorp has a proven history of managing funds for local communities such as Loomis, Auburn and Lincoln. SEDCorp also offers small business training programs. Classes and workshops are often offered in collaboration with counties, cities, WIB's and other mission-based organizations within its nine county region.

### Potential Benefit

A revolving loan program for permitting costs could spur growers to invest in new businesses. By contracting with an existing loan operator, Yolo County will capitalize on their expertise and potentially be able to leverage other funding sources. Technical assistance to loan recipients may be offered as well. By offering critical financing for agricultural business development, the loan program will contribute to a healthy agricultural economy. As loans are paid back with interest, the revolving loan principle will grow to ultimately supply more support to more agricultural businesses in the future.

## Sustainability

The Revolving Loan program will require seed money from the Yolo Ag Fund, including management costs and staff time. As the revolving loan program grows, however, interest and loan fees could eventually help to offset the direct costs, making the program self-sufficient over time. The establishment of the fund will require significant staff time, which could be a part of the expansion of the Farmbudsman program. An initial fund of \$300,000-\$600,000 has been suggested just for permitting costs. If successful, the loan program could grow to fund other needs. This budget is still under development and will be refined.

## One-time Cost

Revolving Loan Principal	\$300,000-\$600,000
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## Annual Cost

Economic Dev Corp Partnerships (20% of loan fund @\$600,000)	\$120,000
Human Resources (Yolo County staff: 8 hours/week @\$50/hour)	\$20,000
Direct Costs	\$10,000
<b>Annual Total</b>	<b>\$150,000</b>

**The farm-lease program creates opportunities for incubator farms to help train and mentor new farmers in Yolo County, as well as provides equipment and land.**

### History

The Board of Supervisors approved an action in the Yolo County General Plan 2020 to “create opportunities for incubator farms with willing landowners consisting of small leased parcels on land protected under conservation easements, provide opportunities for shared equipment and irrigation, and ensure that leases mandate active agricultural production.” California agriculture, including Yolo County, produces over 300 crops and provides the nation with high quality, nutritious, and affordable food. Yolo County farmers, like farmers across the country, are aging. In addition, fewer young people are entering

farming as a profession. Yolo County needs skilled new farmers to raise food and care for agricultural land and the environment. The Center for Land-Based Learning in Yolo County founded the California Farm Academy (CFA) to address this issue by training, mentoring and providing access to land for the next generation of farmers.



Photo Credit: California Farm Academy

### Current Status

The California Farm Academy currently consists of a 7-month training program to train and mentor new farmers, as well as provide access to land and equipment. After students graduate from the California Farm Academy, the Center for Land-Based Learning allows new farmers to lease plots for up to three years. The lease provides farmers with opportunities to network with established farmers, additional experience necessary to gain independence, and time to find appropriate farmland in the community to continue farming.

### Potential Benefit

As the California Farm Academy grows and continues to graduate new farmers, the incubator stage will become increasingly valuable. The California Farm Academy currently has a set number of acres available for new farmers. Additional land with conservation easements is needed to increase the number of acres available for incubator farms. Along with increasing their own incubator acreage, the California Academy can serve as a matching service for the new farmers to landowners that want to make land available for farmers.

## Sustainability

The California Farm Academy currently has funding from grants. Annual funding from the Yolo Ag Fund will allow the California Farm Academy to sustain the existing program and grow, so the program can reach more potential farmers. Funding will be used to acquire more land for incubator farms, purchase conservation easements, and increase staffing to help guide the matches between farmers and landowners.

### Annual Cost

Staffing	\$220,000
Contractors	\$35,000
Equipment	\$15,000
Supplies & Materials	\$15,000
Indirect Costs	\$15,000
Training, Workshops, and Other Activities	\$60,000
<b>Annual Total</b>	<b>\$360,000</b>

## Project Summary 9-National Flood Insurance Program Agricultural Zone and Other Actions

**This initiative supports development of an Agricultural Zone in the National Flood Insurance Program or other FEMA actions to reduce the burden of floodplain regulation on agricultural communities.**

### History

The Yolo County Board of Supervisors approved the following action in the 2013 Tactical Plan, "Seek modifications to the National Flood Insurance Program reauthorization bill to protect both rural areas and incorporated cities." Levees that protect a significant portion of agricultural lands in Yolo County are not constructed to modern standards. The federal and state government have mapped most of these agricultural areas into a special flood hazard area (SFHA), a designation that will render



Photo Credit: Yolo County Visitors Bureau

financially infeasible and/or unattainable the reinvestment in agricultural operation facilities, commercial facilities in support of agriculture, equipment repair facilities, livestock and crop processing facilities, housing for agricultural operators or temporary farm workers. Yolo County has been working to seek changes to the National Flood Insurance Program to address this issue.

### Current Status

Yolo County is a member of the Agricultural Floodplain Management Alliance, an alliance of government entities and other organizations working to secure a new special flood hazard area designation that is specific to agriculture. The existing Zone D, which is applied to areas with an indeterminate risk, might be properly applied to agricultural zones. Two other initiatives under consideration are: 1) the use of relief cuts in levees once an area floods as the basis for establishing floodplain elevations; and 2) a change in the requirements for wet flood proofing to increase the types of agricultural structures that can be constructed in the floodplain. Additional work is needed, however, to fully develop these proposals.

### Potential Benefit

The three initiatives described above have the potential to contribute towards the sustainability of agriculture in Yolo County by allowing the construction of necessary agricultural infrastructure and related facilities. These initiatives would not allow for construction of residential structures in the floodplain.

## Sustainability

Other organizations are contributing to this effort through the Agricultural Floodplain Management Alliance, but some ongoing funding from the Agricultural Economic Development Fund is needed.

## One-time Cost

Contractor/Facilitator, potentially shared with the Department of Water Resources, Yuba County Water Authority, and Sutter Butte Flood Control Agency	\$140,000
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## Annual Cost

Advocacy Costs	\$5,000
<b>Annual Total</b>	<b>\$5,000</b>

## Project Summary 10-Yolo County Farm-to-Market Route Maintenance and Improvement Program

**Yolo County maintains many essential farm-to-market routes. These farm-to-market routes support the ability of agribusiness to move agricultural products to processing facilities and ultimately to local, domestic, and international markets. This program will focus on maintaining and improving farm-to-market routes to both prevent further deterioration and improve roads as necessary to support agribusiness and protect public safety.**



### History

Yolo County maintains many essential farm-market routes. Yolo County has already developed a capital improvement plan to maintain and improve these roads, but lacks sufficient funding to implement it. Yolo County has successfully secured funding for some major farm-to-market route projects, such as the County Road 99 and County Road 98 improvements, but needs additional funding to maintain and improve the rest of the system.

### Current Status

The Yolo County Planning and Public Works Department reported to the Yolo County Board of Supervisors in 2012 that Yolo County needs \$2.5 million/year to maintain the existing 800 miles of County roads, including farm-to-market routes. Yolo County's current Pavement Condition Index is at approximately 42, which means the roads are "poor." Yolo County needs to invest \$118 million to bring the Pavement Condition Index to "good" or above 70. If Yolo County waits 20 years to make such investments, the roads will deteriorate further and cost over \$360 million to improve to a Pavement Condition Index level of "good." These estimates include all county roads, and therefore the county will need to determine the amount needed for farm-to-market routes in the future.

The Farm-to-Market Route Maintenance and Improvement Program is also consistent with regional efforts, such as the Sacramento Area Council of Governments Rural-Urban Connections Strategy.

## Sustainability

The Farm-to-Market Route Maintenance and Improvement Program is dependent on the Agricultural Economic Development Fund, but may also receive grant funding from the Sacramento Area Council of Governments or other state and federal transportation funding sources. In addition, Yolo County is working with the four cities in the county to develop a countywide Capital Improvement Plan that would serve as the foundation for a countywide transportation tax. If this tax passes, the County could use funding from this source to support the Farm-to-Market Route Maintenance and Improvement Program.

## Annual Cost

The amount below is an estimate and will be revised as the County further develops farm-to-market route priorities.

County Personnel/In-house Studies (2 FTEs)	\$250,000
Consultant and Technical Assistance Fees	\$1,000,000
<b>Annual Total</b>	<b>\$1,250,000</b>

## Approved Project List

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
1		YGP	Action CC-A11	Seek voter approval of an intra-county and/or regional fee or tax for the preservation of agricultural, habitat, or open space land in Yolo County.	County Administrator's Office, Parks and Resources Department	2010/2011			
2		YGP	Action CC-A12	Recommend one of the alternative Clarksburg sites to be zoned Agricultural-Industrial.	Planning and Public Works Department, County Administrator's Office	2009/2010			
3		TP/YGP	Action CC-A13	Based on an economic analysis, recommend one of the alternative Interstate 505 sites (County Road 14 or County Road 12A) to be zoned Highway Commercial.	County Administrator's Office, Planning and Public Works Department	2009/2010			Work with the communities located along I-505 to identify appropriate site and concept (2014)
4		YGP	Action CC-A14	Collaborate with the City of Winters to explore revenue producing uses and opportunities for the "special study area" (see Figure LU-2) identified for agricultural industrial and/or agricultural commercial uses at Interstate 505 and State Route 128.	County Administrator's Office, Planning and Public	2010/2011			#3 and 4: related
5		YGP	Action CC-A16	Prepare the Covell/Pole Line Specific Plan.	Planning and Public Works Department	2009/2015			
6		YGP	Action CC-A30	Amend the County Code to remove the Williamson Act as a basis for the Agricultural Preserve Zone.	Planning and Public Works Department	2009/2010			
7		YGP	Action CI-A9	Continue to implement and enforce design standards for industrial and highway commercial roadways to accommodate heavier loads associated with truck operations and larger turning radii to facilitate truck movements.	Planning and Public Works Department	2010/2011; Ongoing			
8		YGP	Action CI-A14	Prepare and adopt roadway cross-sections that accommodate all users (e.g. vehicles, trucks, bicycles, pedestrians, alternative fuel vehicles, agricultural equipment, etc.) The standards shall be flexible to allow for different mixes of users depending on the surrounding land use(s). For instance, roadway cross-sections in a farming area would differ from those in either residential neighborhoods or downtown mixed use areas.	Planning and Public Works	2009/2010			
9	Top Ten Project 10	YGP	Action CI-A18	Continue to identify farm-to-market routes and needed improvements and maintenance for those routes and seek funding to complete those improvements, as a priority.	Planning and Public Works Department	Ongoing		\$1 million per year for Clarksburg only. total \$5,000,000.00	GB: just for Clarksburg takes half the proposed \$10 million, but recognition of West County with its newly developing producers, e.g., olive, olive oil, more vineyards as needful as well as Clarksburg
10		YGP	Action CI-A23	Create special districts in Specific Plan areas and other areas where appropriate to fund the operation and maintenance of county roads.	Planning and Public Works Department	Ongoing			

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
11	Top Ten Project 10	YGP	Action CI-A24	Work with SACOG to ensure that the importance of rural road maintenance and safety improvements are recognized in the Rural- Urban Connections Strategy and to secure the necessary investment in transportation funding for local farm-to-market needs and other improvements.	Planning and Public Works Department, County Administrator's Office	2009/2011			
12		YGP	Action AG-A1	Amend the Agricultural Mitigation Ordinance to direct agricultural mitigation to areas that promote open space connectivity and are in close proximity to existing growth boundaries for the communities and cities within the County.	Planning and Public Works Department	Ongoing			
13		YGP	Action AG-A2	Negotiate cooperative agreements with neighboring jurisdictions to allow their agricultural mitigation requirements to be satisfied in appropriate locations within Yolo County. Agreements shall consider compensation to Yolo County for lost tax revenues and economic opportunity costs.	County Administrator's Office, County Counsel	2012/2013			
14		YGP	Action AG-A3	Verify that easements used for mitigation require the landowner to maintain adequate water rights in perpetuity to support sustainable farm productivity.	Planning and Public Works Department	Ongoing			
15		YGP	Action AG-A4	Consider development of a local and/or regional conservation bank to provide credits associated with crops and/or land uses that sequester carbon or greenhouse gas pollutants.	Planning and Public Works Department	Ongoing			
16		YGP	Action AG-A5	Amend the agricultural mitigation ordinance to specify that ancillary uses must be clearly subordinate to the primary agricultural use, particularly with regards to home sites.	Planning and Public Works Department	2011/2012			
17		YGP	Action AG-A6	Work with agricultural interests to develop farm dwelling site criteria. Proposed homes that comply with the criteria would be issued building permits, while those that are not consistent with the criteria would require prior approval of a use permit.	Planning and Public Works Department, Agriculture Department	2009/2010			
18		YGP	Action AG-A7	Amend the County's Right to Farm Ordinance to broaden the definition of protected agricultural land to include land designated as AG in the General Plan, and/or zoned agricultural in the Zoning Code.	Agriculture Department, County Counsel, Planning and Public Works Department	2009/2010			
19	Top Ten Project 8	YGP	Action AG-A8	Create opportunities for incubator farms with willing landowners, consisting of small leased parcels on land protected under conservation easement. Provide opportunities for joint access to shared equipment and irrigation. Ensure that leases mandate active agricultural production.	Agriculture Department, Planning and Public Works Department	2010/2011			
20		YGP	Action AG-A9	Work with the UC Cooperative Extension to develop technical assistance programs that may include: monitoring of changes in natural cycles; discouraging methane producing practices where feasible alternatives exist; encouraging methane recovery; and promoting farming practices that capture and store more carbon in the soil.	Ongoing Agriculture Department				

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
21		TP/YGP	Action AG-A10	Work to site a refrigeration and consolidation unit in an appropriate location. This would allow farmers to bring their produce to one location where trucks could pick up a full load and deliver to their destination, reducing the need for trucks to go to individual farms to pick up small loads.	County Administrator's Office, Agriculture Department	2011/2012			Work with UC Davis and the Yolo Ag and Food Systems Alliance to analyze project feasibility (2013) Conduct feasibility study to determine if the Yolo County Food Bank can act as an aggregation facility (2013) Implement study results (2014)
22		YGP	Action AG-A11	Develop and implement an Economic Development Strategy that encourages agricultural/ecological tourism, viticulture operations, agricultural-industrial opportunities and farm marketing efforts.	County Administrator's Office	2010/2011			
23		YGP	Action AG-A12	Reduce development restrictions for new and/or expanded agricultural processing, on-site agricultural sales, and bioenergy production.	Planning and Public Works Department, County Administrator's Office, Health Department	2010/2011			
24		YGP	Action AG-A13	Revise countywide standards to create incentives for agricultural economic development and value-added enterprises. These may include the following: parking (e.g. use of permeable surfaces), occupancy (e.g. use of barn structures for limited events), roads (e.g. reduced rural road widths and/or improvements) and sanitation for special events (e.g. use of portable toilets instead of permanent systems).	County Administrator's Office, Planning and Public Works Department, Health Department	2010/2011			
25		YGP	Action AG-A14	Work with farm interests and housing organizations to develop specific recommendations for expanding farm worker housing opportunities. Such recommendations may include providing pre-approved building and septic plans (consistent with State requirements), exempting Use Permit requirements for homes where there is an agreement to limit occupation to farm workers, reducing requirements for mobile homes and limiting property tax reassessment.	Assessor, Agriculture Department, Planning and Public Works Department, Health Department, County Administrator's Office	2010/2011			
26		YGP	Action AG-A15	Prepare and implement a farm marketing ordinance to streamline permitting requirements for agricultural retail operations to the extent possible at the local level's areas of focus including special events, handicrafts and prepared foods, agricultural product and byproduct processing, alcoholic beverage sales, education, overnight accommodations, signage, parking, recreation, sanitation, dining, camping and RVs, access and other standards to the extent possible at the local level.	County Administrator's Office, Health Department, Planning and Public Works Department	2010/2011			
27	Top Ten Project 2	YGP	Action AG-A16	Expand the role of the Agricultural Commissioner's office, to include staffed programs to promote agricultural tourism and direct marketing for the County and establish an Agricultural Advisory Board.	County Administrator's Office, Human Resources Department, Agriculture Department	2010/2011			JY: \$200,000: 1.5 FTE including equipment, supplies and overhead GB: an ag marketing initiative to lay ground work ; too soon to market ag tourism. Start with marketing initiative

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
28	Top Ten Project 3	YGP	Action AG-A17	Create an advisory Food Policy Council to recommend the creation and implementation of agricultural marketing programs.	Agriculture Department, County Administrator's Office	2014/2015			#27 and #28 combo
29	Top Ten Project 4	TP/YGP	Action AG-A18	Create an Agricultural Permit Coordinator position ("Farmbudsmen") to assist farmers and ranchers with the permitting process, including assistance with agricultural permitting and standards. The Coordinator would work closely with representatives from the Planning and Public Works Department, Agricultural Commissioner's office, Health Department, Economic Development office and other agencies, to facilitate and expedite promising value-added agricultural projects.	County Administrator's Office, Agriculture Department, Human Resources Department	2010/2011			
30		YGP	Action AG-A19	Collaborate with farming interests to develop and implement a program for each Agricultural District to include tailored zoning requirements, financial incentives, marketing requirements and/or other benefits as they are determined. Develop agricultural district programs and regulations based on the study underway by the Agricultural Issues Center at UC Davis.					JY: Increase to 1 FTE: total \$150 K including supplies, equipment and overhead
31		YGP	Action AG-A20	As the districts mature and the County is able to document successes and failures, programs within the agricultural districts may be modified in response to changing market direction and may encompass new areas or evolve into countywide programs.	Planning and Public Works Department, Health Department, Agriculture Department, County Administrator's Office	2009/2010			JY: Increase to 1 FTE: total \$150 K including supplies, equipment and overhead
32		YGP	Action AG-A21	Examine the possibility of creating agricultural programs similar to business improvement districts, with the ability to generate tax revenue, to fund agricultural business development and expansion. Also consider the use of special service districts (such as used for fire protection) for the same purpose.	County Administrator's Office, Planning and Public Works Department, Agriculture Department	2012/2013			JY: Increase to 1 FTE: total \$150 K including supplies, equipment and overhead
33	Top Ten Project 1	TP/YGP	Action AG-A22	Create an effective Farm to School program to bring fresh locally grown/produced food to school meals and provide farm education programs.	Agriculture Department	2010/2011			
34		YGP	Action AG-A23	Amend the Zoning Code to require a Use Permit for any new home to be constructed on a parcel smaller than 20 acres within an antiquated subdivision. Include criteria that would have to be met to approve the Use Permit, such as a showing of agricultural feasibility, to ensure that the primary use of the parcel is not a home site.	Planning and Public Works Department	2010/2011			
35		YGP	Action AG-A24	Work with the California Department of Food and Agriculture and the City of Woodland to relocate the County Fairgrounds to a more suitable location.	County Administrator's Office, Agriculture Department	Ongoing			

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
36		YGP	Action AG-A25	Implement a voluntary Agricultural Transfer of Development Rights (TDR) program to facilitate the creation of affordable agricultural housing. Such a program would allow for the transfer of existing rights to build farm dwellings from areas characterized by large-acreage farm operations to areas characterized by small farms and/or where labor needs are greater. Develop criteria for appropriate transfer and receiver locations that take into account factors such as labor needs, crop types and/or other relevant factors and that preclude nonagricultural related transfers. Allow a density bonus of up to 20 percent for participants. Projects in receiving areas of the TDR program would not be considered "residential subdivisions" and/or the "division of land for non-agricultural uses" for the purposes of this General Plan.	Planning and Public Works Department, Agriculture Department				
37		YGP	Action AG-A26	Promote farmers markets within the cities and unincorporated communities.	Agriculture Department	Ongoing			
38		YGP	Action AG-A27	Establish a setback for new non-agricultural development to protect water delivery systems and similar agricultural infrastructure from impact.	Planning and Public Works Department, Agriculture Department	2012/2013			
39		YGP	Action AG-A28	Work to site a USDA approved animal harvest facility at an appropriate location within the county.	County Administrator's Office, Agriculture Department	2012/2013			
40		YGP	Action AG-A29	Work with local agencies and non-profit organizations to develop best practices and incentives that support wildlife-friendly agriculture.	Agriculture Department	2011/2012			
41	Top Ten Project 6	YGP	Action AG-A30	Coordinate the acquisition of agricultural conservation easements by agencies and organizations through the Agricultural Commissioner's office.	Agriculture Department	Ongoing			
42		TP/YGP	Action AG-A31	Consider conducting a study to determine whether a higher mitigation ratio for loss of agricultural land is warranted.	Agriculture Department	2012/2016			
43		YGP	Action ED-A27	Create a new "agricultural commercial" zoning designation that will allow direct marketing opportunities with limited discretionary review.	Planning and Public Works Department	2009/2010			
44		YGP	Action ED-A28	Conduct a collaborative effort with agricultural interests to receive input regarding ideas for improvements to the agricultural economy, agricultural regulations and other related matters.	Planning and Public Works Department, County Administrator's Office, Agriculture Department	2009/2010			
45		YGP	Action CO-A2	Establish permanent areas of agriculture and open space between cities and unincorporated towns to ensure the continued distinctiveness of each community.	Planning and Public Works Department, Parks and Resources Department	2012/2013			
46		YGP	Action CO-A24	Develop a special area plan to govern land use management within the Yolo Bypass.	Planning and Public Works Department, Parks and Resources Department	2013/2014			

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
47		YGP	Action CO-A26	Adopt and implement the Habitat Conservation Plan/Natural Communities Conservation Plan developed through the Yolo Natural Heritage Program. Integrate the HCP/NCCP (Natural Heritage Program) into the General Plan as appropriate. Direct habitat mitigation to strategic areas that implement the Yolo Natural Heritage Program and are consistent with the County's conservation strategy. Avoid the conversion of agricultural areas and focus on lands where wildlife values and farming practices are complementary.	Planning and Public Works Department	2009/2010 and ongoing			
48		YGP	Action CO-A80	Work with local water purveyors to develop and implement urban and agricultural water management plans to provide a 20 percent improvement in water use efficiency throughout the county by 2030.	Parks and Resources Department	2011/2012			
49		YGP	Action CO-A81	Develop and implement an integrated wellhead protection program.	Agriculture Department, Health Department	2009/2010			
50		YGP	Action CO-A84	Work with local agencies and non-profit organizations to provide educational and technical assistance to farmers to reduce sedimentation, provide on-site retention of irrigation water and flow attenuation, onsite detention of stormwater flows, and incorporate native vegetation.	Agriculture Department	Ongoing			
51		YGP	Action CO-A85	Coordinate with water purveyors in the unincorporated areas to inform the public about practices and programs to minimize water pollution.	Parks and Resources Department, Agriculture Department	Ongoing			
52		YGP	Action CO-A89	Encourage roof catchment and the use of rainwater for non-potable uses to reduce the need for groundwater.	Parks and Resources Department, Planning and Public Works Department	2010/2011			
53		YGP	Action CO-A100.1	Create guidelines for local water providers to enact programs that promote: investigations of new sustainable sources such as recycled water and graywater that match water quantity and quality to the beneficial uses; and the securing of additional water rights for the purveyors.	Parks and Resources Department	2012/2013			
54		YGP	Action CO-A104	For discretionary permits, require agricultural Best Management Practices regarding odor control, stormwater drainage, and fugitive dust control where appropriate.	Agriculture Department	Ongoing			
55		YGP	Action CO-A115	Streamline the permit process to promote energy production from agricultural bio-waste.	Planning and Public Works Department	Ongoing			
56		YGP	Action HO-A21	Apply for funding from the State of California and the USDA Rural Development Program to expand the supply of housing for farmworkers.	County Administrator's Office, Agriculture Department	Annually		General Fund	
57		YGP	Action HO-A22	Formulate and provide development incentives for the provision of farmworker housing.	County Administrator's Office, Agriculture Department	Annually		General Fund	
58		YGP	Action HO-A23	Expedite the permitting process for all farmworker housing projects.	County Administrator's Office, Agriculture Department	Annually		General Fund	
59		YGP	Action HO-A24	Defer development fees for housing projects that provide farmworker housing.	County Administrator's Office, Agriculture Department	Annually		General Fund	
60		YGP	Action HO-A25	Provide special technical assistance from County staff for developers of farmworker housing.	County Administrator's Office, Agriculture Department	Annually			

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
61		YGP - Amendment	Action CO-A121	Adopt urban forestry practices that encourage forestation as a means of storing carbon dioxide, with the goal of doubling the tree canopy in unincorporated communities by 2030. Use appropriate protocols to assess owner eligibility to sell carbon credits including increasing the urban tree canopy, expanding riparian corridors, establishing hedge rows, and enlarging the acreage of permanent crops such as vineyards and orchards.	Planning and Public Works Department, General Services Department (Parks Division)	2012/2013			
62	Top Ten Project 9	TP		Legislative priorities to mitigate FEMA flood and Bay Delta Conservation Plan impacts to Yolo County <ul style="list-style-type: none"> <li>Secure changes to the Bay Delta Conservation Plan Yolo Bypass Conservation Measure to avoid/minimize impacts on agriculture, flood protection and terrestrial species habitat, including migrating waterfowl, as well as secure full mitigation for any unavoidable impacts (at time BDCP is permitted)</li> <li>Seek modifications to the National Flood Insurance Program reauthorization bill to protect both rural area and incorporated cities (2017)</li> <li>Seek modifications to Federal Emergency Management Agency standards for non-residential structures (2017)</li> <li>Oppose widening the Fremont Weir and Yolo Bypass</li> </ul>					
63		YEDS		Support continued reuse of the Spreckels site, a previously disturbed large industrial site. Support filling of unused land with other agriculture and industrial uses.			Clark Pacific owns and occupies the site. Room for expansion.		
64		YEDS		Work for funding to keep our county roads well maintained, and to limit conflicts between agriculture and commuter traffic.			Ongoing		
65	Top Ten Project 5	YEDS		Attract new and assist existing processing facilities for expanding farm industries.			Ongoing effort. Bogle is a recent success.		
66		YEDS		Lobby for Williamson Act renewal, and for revisions that allow agri tourism activities in the A-P Zone.			Ongoing		
67	Top Ten Project 2	YEDS		Support and continue the Taste of Yolo marketing program.			Must be renewed after expiration in 2009. In absence of funding, Ag Commissioner has taken over.		JY: Program should be modified to fit Food Expo vision by David Morrison GB: sending along 5-page strategic plan.
68		YEDS		Ensure land use policies and regulations that facilitate development of new agriculture and its support businesses.			Implement the Clarksburg Agricultural District as a pilot project by 2010.		
69		YEDS		Maintain and possibly expand the impact fee exemption for agriculture buildings to include agricultural processing.			Debate and cost analysis needed.		
70		YEDS		Study and understand our existing agriculture base and trends so the county can respond effectively to changing conditions.			Ongoing. Ag Issues Center has completed one study.		

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
71		YEDS		Amend agricultural zoning to encourage farms to vertically integrate from field to consumer (direct marketing) and to encourage on-site agri-tourism and eco-tourism. For example, in addition to allowing on-site produce stands by right, consider also allowing on-site crushing, fermentation, barrel storage, labeling, tasting rooms, picnic areas, etc.			Actively being considered as part of Clarksburg Agricultural District, and as General Plan implementation proceeds.		
72		YEDS		Consider enhancing land use and incentive policies that help farmers generate secondary income from non-farm sources so that they may continue farming.			Actively being considered as part of Clarksburg Agricultural District.		
73		YEDS		Lobby for Williamson Act renewal, and for revisions that allow agri tourism activities in the A-P Zone.			Will continue to seek Williamson Act Renewal.		
74		YEDS		Encourage conservation easements that emphasize operations which integrate agricultural and habitat practices on the same land.			Under development as part of Natural Heritage Program		
75		YEDS		Continue existing downtown revitalization efforts so our small towns are centers of support for agriculture.			Ongoing.		
76		YEDS		<b>Clarksburg:</b> Recruit large scale winery to region, at all possible locations.			Bogle has used 50 acres. Sewer constraint solution needed.		
77		YEDS		<b>Clarksburg:</b> Complete wine industry feasibility analysis (CDBG grant)			Complete		
78		YEDS		<b>Clarksburg:</b> Assist the Old Sugar Mill development and expansion, particularly its services to small area wineries. Support any future master projects.			5 new buildings approved, more in the offing.		
79		YEDS		<b>Clarksburg:</b> Ensure land use and development policies that encourage agriculture and agri-tourism.			In General Plan and subject to various proposed Delta planning efforts.		
80		YEDS		<b>Clarksburg:</b> Help Clarksburg create and promote its own brand.			Underway		
81		YEDS		<b>Clarksburg:</b> Create effective policies, incentives and support as the Clarksburg Agricultural District is defined.			Active discussions underway.		
82		YEDS		<b>Clarksburg:</b> Ensure the provision of adequate services to the emerging wine industry.			Active discussions underway.		
83		YEDS		<b>Clarksburg:</b> Work with the Delta Protection Commission and others developing policies for the Delta to ensure long term continued support for agricultural production, food processing, and agri-tourism.			Active discussions underway.		
84		YEDS		<b>Capay Valley:</b> Help promote Capay Valley Grown brand.			Funding needed for active support.		
85		YEDS		<b>Capay Valley:</b> Enhance cooperative small-scale processing, warehousing, marketing capacity, including a community kitchen, and custom cut & wrap.			Ongoing		

No.		Document	Action No.	Description	Responsibility	Timeframe	Status	Funding	Notes
86		YEDS		<b>Dunnigan Hills:</b> Encourage emerging olive oil industry and wine industry.			Ongoing		
87		YEDS		<b>Dunnigan Hills:</b> Create effective policies, incentives, and support in the Dunnigan Hills Agricultural District.			Ongoing		
88		YEDS		<b>Dunnigan Hills:</b> Recruit small scale wineries to the region located at appropriate locations.			Ongoing		
89		YEDS		<b>Dunnigan Hills:</b> Assist the viability of existing vineyards and wineries in the district.			Ongoing		
90		YEDS		<b>All Districts:</b> Work with UC Davis and other institutions and institutes to make better connections between their missions and agri-tourism in Yolo County			Ongoing		
91		YEDS		<b>All Districts:</b> Ensure land use and development policies that encourage investment in agriculture and agri-tourism.			Ongoing		
92		YEDS		<b>All Districts:</b> Enhance cooperative, small scale processing, warehousing and marketing capacities.			Ongoing		
93		YEDS		<b>All Districts</b> Ensure the provision of adequate services to the emerging wine industry.			Ongoing		
94	Top Ten Project 5	YEDS		Encourage manufacturing growth, including value-added agriculture, food processing, and agricultural suppliers and customers.			Ongoing		
95		YEDS		Implement USDA RBEG application for business assistance staff in Clarksburg and other agricultural districts.			Awarded & Underway. Complete in 2010		
96	Top Ten Project 5	YCED		Attract food processing, encourage existing processors to expand, and improve the ability of small farmers to get their products to market.	Private sector, Yolo County (particularly the functions of Agriculture, Planning, Building, Public Works, and Economic Development), and farm associations and community based organizations.	Ongoing.		Private sector, augmented by grant funding for infrastructure in selected locations, and grants for gap financing via small business loans. Anticipated Costs: Project-by-project. Most individual projects will be between \$50,000 and \$1 million.	
97	Top Ten Project 7	YCED		Direct technical, permitting and financing assistance to small businesses in Yolo County.	Yolo County Economic Development, SBDC, Community Colleges, SARTA, SCORE, and others.	<ul style="list-style-type: none"> <li>• Technical assistance is underway through a USDA grant that expires. New grant will be needed in 2009-2010;</li> <li>• Small revolving loan program being developed now, should be on-line in 2009-2010 once capitalized.</li> </ul>		Private sector, USDA, CDBG, EDA. Anticipated Costs: <ul style="list-style-type: none"> <li>• Technical assistance capacity requires \$50,000 per year of staff time.</li> <li>• Financing assistance requires a revolving loan account of \$300,000-\$600,000.</li> </ul>	

**Attachment 1**  
**Letter from Yolo Farm Bureau**

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# Yolo County Farm Bureau

PRESIDENT  
Jeff Merwin

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SECRETARY/TREASURER  
Denise Sagara

February 5, 2014

TO: Petrea Marchand, Consero Solutions  
Shelly Gilbride, Consero Solutions  
John Young, Yolo County Agricultural Commissioner  
David Morrison, Yolo County Planning Department

RE: Yolo County Agriculture and Economic Development Fund

Thank you for inviting the Yolo County Farm Bureau to review and discuss the Yolo County Agriculture Economic Development Fund. The information was reviewed by the Board of Directors and we offer the following comments:

- We would re-arrange the prioritized projects as follows:
  - A: Agriculture Microloan Program – We would envision this program to be financial assistance for those in agriculture who are applying for permits for agricultural projects. This program would pay the permitting fees up front so the project could be approved and completed, and then after income is being generated the loans would be repaid over an agreed-upon basis. This would be very beneficial to building infrastructure as the current policy of having to pay all the fees up-front cause many would-be projects to be abandoned.
  - D: Yolo Farmbudsman Program – This should be elevated to second in importance as the position is to assist in the permitting process and would support item A.
  - C: Taste of Yolo/Yolo County Agricultural Marketing Initiative – the program supporting the Yolo County Economic Development to support and continue the Taste of Yolo marketing program.
  - B: Yolo County Farm to School Program – The three year grant expires in 2015. Continuing this program should be a priority for Yolo County.

Please let us know if we can help as you work on these projects. We appreciate the vision to have an Agriculture Economic Development Fund ready in case funds become available.

Sincerely,

Jeff Merwin  
President