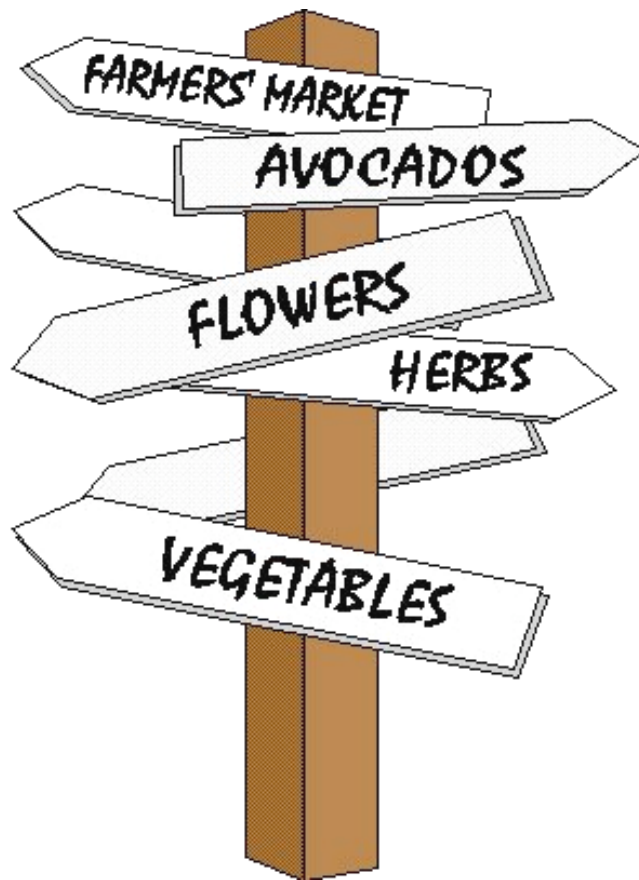


San Diego County Agricultural Directory & Guidelines For Agricultural Enterprises



**University of California Cooperative Extension
San Diego County Farm & Home Advisor
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University of California, County of San Diego, and the United States Department of Agriculture cooperating.

San Diego County Agricultural Directory & Guidelines For Agricultural Enterprises

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Sponsored by:

University of California Cooperative Extension
San Diego County Farm & Home Advisor
University of California Small Farm Center

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FOREWORD

Agriculture generates more than one billion dollars in direct sales and has an estimated annual impact of almost 4 billion dollars for the economy of San Diego County. It is the county's fourth largest industry and ranks in the top ten nationally in a variety of categories. The county's agriculture is first in the value of nursery & greenhouse/mushrooms & sod crops sold; first in the number of small farms and first in avocado acreage and production. It also ranks in the top twenty in a variety of other categories.

Agricultural production in San Diego County occurs in an ag-urban interface that results in unique challenges and opportunities for local growers. Urban growth, competition for resources, expensive land and water, environmental constraints and increased foreign competition are a few examples of the many challenges affecting local farmers. On the other hand, the proximity and access to a large local market, the availability of services, and a well-developed infrastructure result in unique opportunities for local growers. The current status of the county's agricultural industry indicates that growers have adapted to changing conditions, thus making agriculture as successful as it is. Furthermore, now more than ever growers need to be skillful and stay informed in order to overcome the ever increasing challenges and capitalize on the opportunities present in San Diego County.

This *"Agricultural Directory and Guidelines for Agricultural Enterprises"* is intended to assist local growers in their efforts to remain competitive by providing them with a handy and useful resource. The information presented will help new and existing growers with their efforts to start new farm enterprises or to diversify existing farm businesses. In addition, the directory will also direct prospective growers to a variety of contacts, offices, agencies, resources and sources of information that may provide the specific answers and assistance they need.

The use of trade and agency/business names is for information purposes only. No endorsement is intended or implied by the authors or the University of California Cooperative Extension, San Diego County Farm and Home Advisor's Office. The directory is an evolving document and appropriate updates will be made as needed.

We are hopeful you will find the *"Agricultural Directory and Guidelines for Agricultural Enterprises"* useful for your operation. Should you have any question or comment about the directory or the information provided, please contact our office at (858) 694-2845.

Sincerely,

County Director
University of California Cooperative Extension
San Diego County Farm & Home Advisor's Office

Overview of San Diego County Agriculture

San Diego County agriculture generates over 1.2 billion dollars annually. It is the fourth largest industry in the county and prominently ranked nationally. San Diego County agriculture ranks first in the value of nursery and greenhouse crops, mushrooms and sod crops sold; first in the number of small farms, and first in avocado acreage and production. In addition, local agriculture ranks in the top twenty in a variety of other categories. Despite the prominent national rankings, the overall value, and its importance for the local economy agriculture is perhaps the best-kept secrets about San Diego County. As a result, visitors and residents alike do not think of San Diego as an agricultural county. They are amazed when they learn about the diversity, beauty, richness and economic contribution of agriculture in the county. Local agriculture can be described in many different, yet correct ways. It is often described as different, unique, diverse, high value, challenging, and expensive. What is it that makes the county's agricultural industry so special? This paper will describe key elements and local conditions that contribute to make San Diego County agriculture the successful and important industry that it is today. In addition, summarized crop values by selected commodity groups and summarized value of major crops for 2002 along with a summarized value for major crops for 1995-2002 are presented for illustration purposes.

- **Mild Climate** - Average annual temperatures of 63.2 degrees and sunshine for 70 % of the time make San Diego one of the most temperate areas in the world. Combine this with the many sub-climates present in the county and the result is year-round production of a variety of crops and livestock products. In fact, over 200 crops are commercially grown in San Diego County including an astonishing variety of flowers and ornamentals, fruit, and vegetable crops.
- **Expensive Land** - The value of agricultural land in San Diego County is more dependent on the real estate value than the value as an agricultural input. The result is that San Diego County has one of the highest prices for farmland in the country. This makes it difficult for new entry growers because of the large capital investment needed.
- **Poor Soils** - San Diego County soils are generally poor and unsuitable for agricultural purposes. Only six percent of the soils in the county are considered prime for agricultural use. As you might expect, most of this prime soil is rapidly being developed or is unavailable for farming. San Diego County farmers must work hard to improve the soils available and to find crops that are suited for the specific characteristics of the soil type in their farms.
- **Expensive Water** - Water prices and water availability are the main concerns for grower in San Diego County. This should not be a surprise because our growers pay some of the highest prices for agricultural water in the state. Our water rates can be as high as 30-times more than those of the Central Valley Project or the Imperial Irrigation District. In addition, availability of water for agricultural uses is also a top concern. Prospective growers should pay close attention to this issue when considering property sites.
- **Small and Numerous Farms** - According to the San Diego County Agricultural Commissioner there are over 6500 farms in the county. Our farms and ranches range in size from 0.5 acres to over 7000 acres and have an average size of 79 acres. However, 65 % of our farms are nine acres or less and 90 % are less than 49 acres. This makes San Diego the county with the highest number of small farms and the second highest total number of farms in the country.
- **Growth and Urbanization** - Agricultural production occurs in an agricultural-urban interface that characterizes San Diego County. In addition to the City of San Diego (second largest in California and sixth largest in the country) there are seventeen other incorporated communities

in the county. The county's population is increasing rapidly and is fast approaching 3 million people. This will result in more demand for resources and increased constraints for local farmers, making agricultural production even more challenging.

- **Local Markets and Direct Marketing** - Most of San Diego County agricultural products are exported to other areas of the country or the world. However, the large local market combined with the size of our farms and the diversity of crops grown has made direct marketing to local consumers an increasingly important activity. In addition to more than 20 Certified Farmers' Markets (CFM), there are countless roadside stands, u-pick operations and Community Supported Agriculture (CSA) programs operating in the county. These result in many local agricultural products being consumed locally. Most importantly, however, this type of activity keeps the connection between the agricultural and urban segments of San Diego County alive.
- **Environmentally Sound Production Methods and Systems** - Because of the challenges facing agricultural production in an ag-urban interface, San Diego County growers use a variety of production practices, techniques and systems that are environmentally sound and at the forefront of the industry. These have resulted in the use and implementation of production practices that promote a more efficient use of limited resources and minimize the impact to the environment.

Despite all the challenges, San Diego County agriculture is thriving and is clearly a successful and vital industry for the county's and the region's economy. Figures 1 through 3 provides a summary of the breakdown in values for selected commodity groups for the 2002 crop year. Figure 4 presents a breakdown of the percentage value for all major crops produced in the county during 2002. Table 1 provides a breakdown of the total value for all major commodity groups over an eight-year period from 1995 to 2002.

While the total value of agriculture has grown at a steady pace, individual commodity groups have behaved differently. Some commodity groups like apiary products and nursery products and flower crops show a steady increase in total value. Other groups like field crops, specialty crops, and livestock & poultry products have remained constant in total value. Vegetable crops and fruit & nut crops have been more erratic, showing upward and downward movements over the eight-year period. Vegetable crops show a higher overall value while fruit and nut crops show a lower overall value. The relative values and percentages for each commodity group have behaved similarly to the corresponding overall value for the group.

Local growers have adopted and implemented a combination of innovative production practices and marketing strategies that have allowed them to remain competitive. The adoption of new production systems and techniques along with a diverse number of crops more adapted to our growing environment have led to more efficient use of resources. In addition, targeting niche markets and market windows, adding value-added activities and products, and diversifying promotion and marketing efforts have allowed them to reach a variety of consumers and expand their market opportunities. Now more than ever, existing and prospective growers will have to be skillful, informed and prepared to overcome the challenges. Most importantly, they must be informed and prepared to capitalize on the many opportunities that may result from the uniqueness of our county and our agricultural industry. In other words, existing and potential growers in San Diego must be skilful producers with a well defined plan if they are to succeed in agriculture.

Summarized Crop Values by Selected Commodity Groups For Crop Year 2005

Adapted from the County of San Diego Department of Agriculture, Weights and Measures
2005 Crop Statistics and Annual Report

Figure 1: Nursery and Flower Crops

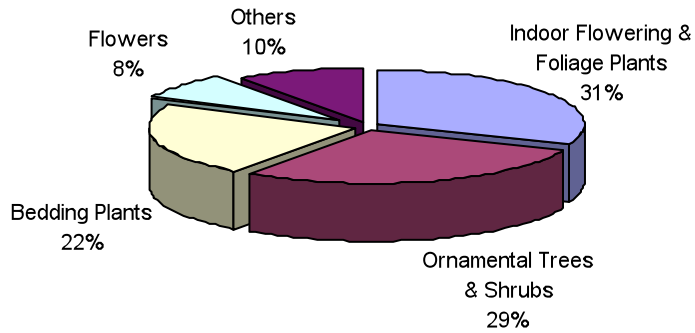


Figure 2: Fruit and Nut Crops

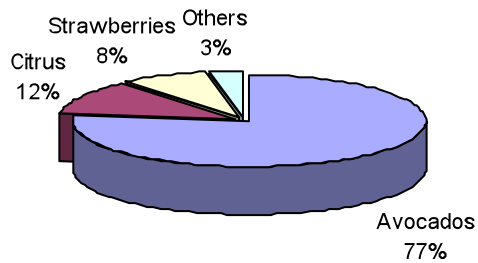
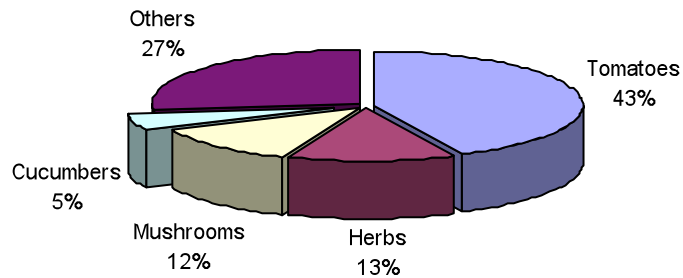


Figure 3: Vegetable Crops



Summarized Value of Major Crops for the 2005 Crop Year

Adapted from the County of San Diego Department of Agriculture, Weights and Measures
2005 Crop Statistics and Annual Report

Figure 4: Value of Major Crops for 2005

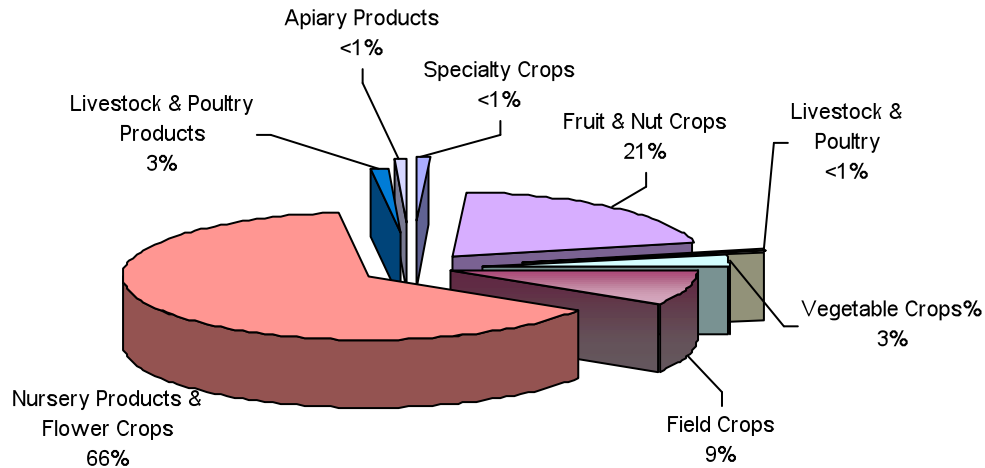


Table 1: Summarized Value of Major Crops for 1998-2005

(Value in Thousands US \$)

Crops	2005	2004	2003	2002	2001	2000	1999	1998
Nursery Products & Flower Crops	990,900,400	972,928,140	927,059,200	879,125,930	855,138,931	790,140,332	773,081,225	722,186,252
Fruit and Nut Crops	325,988,273	252,489,571	236,858,163	233,663,640	230,001,032	244,151,511	245,602,494	225,669,472
Livestock & Poultry Products	47,631,604	64,924,206	65,692,081	55,081,366	67,121,686	65,294,742	68,371,153	78,623,079
Vegetable Crops	137,990,797	140,979,535	92,659,801	101,324,575	110,796,280	129,159,542	112,486,023	128,472,996
Livestock and Poultry	18,596,610	20,967,320	18,732,891	18,475,736	17,465,747	18,258,802	15,840,95	15,634,166
Field Crops	6,154,802	5,939,669	6,216,920	6,207,372	6,061,349	5,140,211	5,729,053	6,147,451
Apiary Products	3,323,750	3,162,300	3,326,399	2,947,141	1,888,129	1,807,779	1,259,718	1,157,229
Specialty Crops	955,000	727,000	679,957	452,710	442,658	475,245	503,568	556,588
Total Value								

Planning: The Key to Successful Enterprises

Starting and managing a new business enterprise -- agricultural or otherwise -- or diversifying an existing operation in San Diego County is a challenging task. In addition to motivation and desire for success, it requires extensive research and careful planning. Potential entrepreneurs must avoid critical mistakes to be successful. Whether the business is in operation or just starting out, owners and/or managers need a business plan. It provides them with a comprehensive view of the business or enterprise under consideration. It will help them to "think through" the business and pin point all the details about what they want to do. A business plan will also help identify weaknesses, strengths and important issues that may be otherwise ignored or overlooked. It will give focus and direction, and serve as a road map that will help owners and managers concentrate on what is needed for the business to succeed. Most importantly, a good business plan will help sell the business to yourself and force you to decide whether or not it is feasible before you commit any resources.

What is a Business Plan?

A business plan can be seen as a document that tells the story of a business or enterprise. Even though having a completed business plan is important, writing the plan is as important as the document itself. For a business plan can also be seen as a process, as an interactive document that must be reviewed, updated, adjusted and fine-tuned regularly. This will ensure that the business plan is an effective tool that will help manage the farm business. Business plans may be presented in many different sizes and formats, depending on the type of plan and the type of business. In general, three types of business plans are commonly used. These are the summary plan, the full business plan and the operational business plan. They differ in length and in the amount of detail they require, as determined by the intended use.

What is a Business Plan Used For?

The uses for business plans can be classified as external and internal. *External uses* would include their use to secure loans or financial resources. Lenders may now require formal business plans as part of their loan application process. A good plan can help persuade the prospective lenders and make a difference in securing a loan to finance an agricultural operation. Business plans can also help attract potential partners or financial supports from various sources. Finally, they can help form strategic alliances, joint marketing efforts, joint distribution channels and develop relationships with customers and suppliers. These are critical in agriculture because of the cost savings that may result from joint marketing and economies of scale. *Internal uses* for business plans are the most beneficial for agricultural operators and other small businesses. Business plans can be a great management tool that helps managers anticipate changes and explore alternatives and opportunities on paper before committing any resources. In addition, the process of writing the plan forces managers to think and to set goals and objectives. These in turn provide benchmarks that can help monitor the progress. Finally, the business plan provides focus and commits everyone involved with the business to the goals and objectives identified.

Gathering and Organizing Information for your Business Plan

As the owner of an existing farm or agribusiness or as a prospective owner, the first thing you need to do before you write a business plan is to assess your interests and your resources. This will help determine what you have, what you want and how you may get it. The following format will provide a structure that can help you organize your ideas:

- ***First, list the skills and experiences of those involved with the business.*** Emphasize skills, abilities and experiences that are related to the business or that will be useful for the operation of your agricultural business or new enterprise.
- ***Second, inventory all resources available to start and operate the business.*** Documentation of acreage, soil type, topography, location, access, facilities, equipment, time, capital, labor and supplies are only a few examples. Document the kind and amount of support and assistance that is available locally and how important these are for the operation of the business.
- ***Third, define the business you are in or you will be in and the direction you want it to go.*** Before you commit any resources you should know exactly the type of business you are getting into. Why do you want to start farming (profit, hobby, etc.)? What business will you be in? What are your goals? What is the timeline? How will you achieve your goal(s)? A clearly defined business or enterprise idea will help you research issues, market trends, niches and windows, as well as other opportunities that may be relevant to your business and result in more efficient use of your resources.

Providing complete responses to the questions above will provide most of the information you need for a business plan. Keep in mind that plans, budgets and forecasts are only as good as the information used to develop them. Therefore, you must take the time to do your homework and gather relevant information. This will facilitate the writing process and improve the quality and predictability of your business plan.

Business Plan Outline

There are many formats and outlines that help organize a business plan. Any format or outline you follow should be used as a guide only. You must adapt it to the specific situation of your business or enterprise and address issues you feel are important for you or for whom you are writing the plan. However, it is recommended that your plan be divided into sections or components. This will help organize the information and make the writing process more manageable. In addition, this will facilitate reading the plan once it has been completed. An outline for a business plan is presented below. It includes sections commonly used in business plans with a narrative outlining the type of information needed.

- **The Executive Summary or Introduction** - Should provide a brief, detailed description of your business. It must hook readers to read the whole plan. This is the most concise version of your plan and should include and highlight the major points of your business, your products, marketing, management, experience, etc. If applying for a loan, the summary should include a statement requesting the funds and explaining the need, the amount, and intended uses for the loan.
- **The Business Charter** - This section should define your business and or the type of business you are in. **Who** are you? **What** is the purpose of your business? **When** are you going to begin operations or when are you going to reach your milestones? **Where** are you going to sell your products? **Why** is your business being formed? Answers to these questions will help you develop a clear definition of your business and identify and set short, intermediate and long-term goals.
- **Products or Services** - Describe all crops, products or services you will be selling. Emphasize the unique features of your products and/or value-added activities that make them stand out over the competition. What makes your product different and/or better than the products of thousands

other farmers? Is it the production system, the soil, the origin, the standards for quality, the freshness, the ripeness or the packaging? What specific need, market window or market niche will your products fill. Describe the operating schedule, production and harvest calendar for all crops and products and the expected production volumes for each.

- **Markets and Marketing** - Identify and explain who the potential buyers are and who they will be in the future. Assess the need and demand for all the crops or products you will sell. Explain what the market is, its size, its location and important trends. Evaluate the competition and determine how segmented the market is. What is your targeted share of the market? How will you advertise and sell your crops or products? Will you use wholesale or conventional marketing methods, direct marketing methods or a combination of both? The marketing method(s) used will impact the strategy, distribution and the type of advertising or promotion you use with your crops, products or services.
- **Financial Information** - Prepare records, statements and/or projections that describe the financial situation of the business. What resources are available? What are the sources for and the need for start up funds? Financial statements needed may include an income statement, cash flow statement and a depreciation schedule. For new businesses, personal financial statements and income tax information for the past 3-5 years may be required. Projected financial statements for at least two years may also be needed. A monthly operating budget and a statement of cash flow may be required for the first year of operation. Projections must be consistent with actual performance or other estimates used for the business. Finally, if applying for a loan, a funding request should be included. It should indicate the amount of funds needed, justify the need and explain how the funds will be used.
- **Sales and Costs of Production** - Project sales and expenses for the first year of operation. Determine costs of production and break even analysis. Enterprise budgets may be useful tool for estimating costs of production. Enterprise budgets for a variety of crops are available from UC Cooperative Extension offices. Estimate the cash flow of the business, this will help identify the need for and timing for borrowed funds. It will also help determine the repayment capacity of the business. Regardless of the reasoning, cash flow projections should provide a road map and a true picture of the surplus or deficit of the business.
- **Organization and/or Legal Structure** - The choice of legal structure may affect the actual cost of doing business, the operation and management of the business, the type and amount of taxes, and the level of exposure to risks and liabilities. It may also constrain the transfer of ownership for the farm business. This is a major issue for farms and agribusiness across the United States. Six types of legal structures are available, including *sole proprietorships*, *general partnerships*, *limited partnerships*, *"C" corporations*, *"S" corporation* and *limited liability companies*. Each has specific pros and cons depending on the type and size of the business. You should contact your lawyer or accountant about the pros and cons for each.
- **Management Structure, Key Personnel and Operations** - Explain how the business will be managed on a day to day basis. Provide a description of the skills and experience of everyone involved with the business. Resumes for you and key family members and employees should be included. All duties and qualifications should be clearly stated, with emphasis placed on management or administrative responsibilities and chain of command. It may discuss hiring and personnel procedures, insurance needs, lease or rental agreements, equipment needs, production, delivery and any other issues pertinent to the business.
- **Concluding Statement** - This should summarize the business, and the goals and objectives. This statement should also reiterate your commitment to the success of the business.

Once the business plan is completed and you feel comfortable with the content and structure, review it and discuss it with your banker if you are applying for a loan. If not, then start taking the necessary steps to make your business or new enterprise a reality. You must remember that business planning is a process, and your plan should remain a flexible document that must be reviewed and updated as your business grows or local conditions change. The remaining sections of this directory will provide you with contacts, sources of information and resources that may help you obtain the information you need for your business (plan). It is your responsibility as owner or manager of the business to know what information is available, where to find it, how to get it and most importantly, how to use it. This directory is intended to be a starting point in your search for information.

General Business Information: Starting your own Business

Business Certificate

As of July, 98 the County of San Diego no longer requires individuals, partnerships or corporations doing business in unincorporated areas of San Diego County to obtain a "Business Certificate". Individuals conducting business within city limits must obtain a business certificate for that city. The primary purpose of a business certificate is to indicate that the holder has paid the current years tax. The type of business and the number of employees determine the tax. Your business certificate must be displayed in a conspicuous location at the place of business. The annual fee for a business certificate varies from city to city and is based on annual gross receipts. For example, a business with approximately \$100,000 in gross receipts will pay between \$20 and \$100 for a business certificate depending on the city in which they reside. A business certificate will typically take 2-6 weeks to process; however, the Certificate is valid upon payment of the Business Certificate fee. A business certificate can be obtained from the following locations:

Carlsbad	(760) 602-2495	Lemon Grove	(619) 464-6934
Chula Vista	(619) 691-5250	National City	(619) 336-4264
Coronado	(619) 522-7308	Oceanside	(760) 966-4845
Del Mar	(858) 755-9354	Poway	(858) 679-4217
El Cajon	(619) 441-1669	San Diego	(619) 236-6173
Encinitas	(760) 633-2606	San Marcos	(760) 744-4020
Escondido	(760) 839-4659	Santee	(619) 258-4100
Imperial Beach	(619) 423-8300	Solana Beach	(858) 720-2440
La Mesa	(619) 463-6611	Vista	(760) 726-1340

Fictitious Business Name Statement

If your business is named anything other than your full legal name, e.g. John's Ranch instead of John Doe's Ranch, you will need to file a Fictitious Business Name Statement. The forms and the procedure to file a Fictitious Business Name Statement can be obtained through the San Diego County Clerk's Office. It is recommended that your Fictitious Business Name Statement be filed in person, however it is possible to register by mail. The cost of filing a Fictitious Business Name Statement is approximately \$13. The Fictitious Business Name Statement is in effect immediately upon filing. Your Fictitious Business Name Statement is effective for five years, but must be resubmitted before the expiration date to ensure continuous coverage.

- San Diego County Clerk Services
http://www.sdarcc.com/arcc/services/fbn_links.aspx

San Diego Office
County Administration Center
1600 Pacific Coast Hwy, Room #260
San Diego, CA 92101
(619) 237-0502

San Marcos Office
141 E. Carmel Street
San Marcos, CA 92078
(760) 940-6858

Chula Vista Office
590 Third Avenue
Chula Vista, CA 91910
(619) 498-2200

Kearny Mesa Office
9225 Clairemont Mesa Blvd.
San Diego, CA 92123
(858) 505-6262

El Cajon Office
200 S. Magnolia Ave.
El Cajon, CA 92020
(619) 401-5700

Legal Structure and Articles of Incorporation

Whether you are operating an existing business or starting up a new one, the legal structure you choose may affect your business. The legal structure may affect the actual cost of doing business, the day to day operation and management, the type and amount of taxes to pay and the risks and liabilities to which you may be exposed. It may also constrain the transfer of ownership of your farm business to your children or result in unwanted tax burdens for your spouse. The latter issues have become a major problem affecting the sustainability of farms and agribusinesses across the United States.

There are six basic legal structures available for new or existing businesses. These are the sole proprietorship, the general partnership, the limited partnership, the "C" corporation, the "S" corporation, and the limited liability company. Each type has specific advantages and disadvantages depending on the situation and the type and size of the business. The pros and cons for each should be discussed with your accountant and your lawyer. They should give you the legal advice and help you need to select the structure that will be most beneficial for you and for the profitability, growth and continuation of your business. A survey of local farmers indicated that 78 % of farms in San Diego County operate as individually or family owned businesses, corporations (either family held or publicly owned) account for 12 %, estates or trusts account for 4 %, partnerships account for 3 % and 3% of growers reported "other" structure.

Businesses have the option to file for articles of incorporation in the state of California, depending upon the legal structure they choose. This document enables the owners or partners of a business to operate as a stock corporation. Filing information and forms can be obtained from the State of California, Secretary of State. The cost of filing for Articles of Incorporation is approximately \$815. This fee includes both a filing fee (approximately \$115) and a tax payment (approximately \$700). Once filed, Articles of Incorporation are processed and ready for pick-up in approximately 1 week.

- State of California, Secretary of State
San Diego Office
1350 Front Street, Room # 2060
San Diego, CA 92101
(619) 525-4113

Seller's Permit

If you sell taxable merchandise or provide a taxable service in the State of California you must obtain a Seller's Permit. Taxable merchandise includes, but is not limited to, all processed food products and all ornamental horticulture products. You should contact the local State of California Board of Equalization Office for your specific agricultural product. There is no fee required to obtain a Seller's Permit. If applied for in person, it is possible to have the permit processed in 1 day. Otherwise, a Seller's Permit can be obtained through the mail in approximately 4-6 weeks. Seller's Permit applications can be obtained at the following offices:

- State of California, Board of Equalization

San Diego Office

1350 Front Street, Room #5047
San Diego, CA 92101
Phone: (619) 525-4526
Fax: (619) 525-4548

North County Office

334 Via Vera Cruz, Suite 107
San Marcos, CA 92078
Phone: (760) 510-5850
Fax: (760) 510-5876

Sign Permit

Regulations and permits regarding signage for businesses in the unincorporated areas of San Diego County can be obtained through the following:

- County of San Diego
Department of Planning and Land Use
5201 Ruffin Road, Suite B
San Diego, CA 92123
Phone: (858) 565-5981

Businesses within city limits should contact the corresponding office listed below.

Carlsbad	(760) 602-4612	Lemon Grove	(619) 464-6934
Chula Vista	(619) 691-5101	National City	(619) 336-4310
Coronado	(619) 522-7326	Oceanside	(760) 966-4770
Del Mar	(858) 755-9337	Poway	(858) 679-4290
El Cajon	(619) 441-1741	San Diego	(619) 236-6270
Encinitas	(760) 633-2722	San Marcos	(760) 744-1050, ext. 3203
Escondido	(760) 839-4671	Santee	(619) 258-4100, ext. 4
Imperial Beach	(619) 628-1356	Solana Beach	(858) 720-2440
La Mesa	(619) 667-1196	Vista	(760) 639-6108

Taxes and Taxation

- **State Sales Tax and Use Tax**

The State of California requires that all businesses that sell merchandise must collect sales tax on all taxable items. The guidelines for taxable and nontaxable merchandise, specifically for

agricultural businesses, are extremely complex and exemptions should be discussed with the State Board of Equalization on a case by case basis. The State of California also requires that a use tax be paid on all taxable items purchased by an operation in order to conduct business. Information and assistance with filing state sales tax and use tax should be directed to the State of California, Board of Equalization.

State of California, Board of Equalization

San Diego Office

1350 Front Street, Room #5047
San Diego, CA 92101
Phone: (619) 525-4526
Fax: (619) 525-4548

North County Office

334 Via Vera Cruz, Suite 107
San Marcos, CA 92078
Phone: (760) 510-5850
Fax: (760) 510-5876

- **Business/Personal Property Tax**

Business/Personal Property Tax is appraised annually by the County of San Diego Assessor's Office. The business owner is required to file a property statement, which details the value of all supplies, equipment and fixtures. Business inventory such as sales merchandise are not included in this assessment. Property Tax, which includes real estate and existing structures, is assessed by the Tax Collector's Office and is based on the California Consumer Price Index. The property tax rate is 1%, plus any bonds, fees, or special charges. Information and assistance with filing Business/Personal Property Tax forms should be directed to County of San Diego, Assessor's Office.

County of San Diego Assessor's Office

9225 Clairemont Mesa Blvd.
San Diego, CA 92123
Phone: (858) 505-6262

- **State Income Tax**

As the owner of a business you are required to file State Income Tax returns. Your state income tax is normally filed on a quarterly basis and calculated on $\frac{1}{4}$ of your estimated annual tax debt. The forms you file and your annual tax debt will be determined by the structure in which your business is organized. State Income Tax for businesses organized as Sole Proprietorships, Corporations, General Partnerships or Limited Liability Partnerships should consult the Franchise Tax Board, your attorney and/or your tax consultant for specific requirements relating to your individual situation. Questions about estimating your annual tax debt and filing California State Income Tax forms should be directed to the Franchise Tax Board.

State of California

Franchise Tax Board

5353 Mission Center Road, Suite #314
San Diego, CA 92108
Phone: (800) 852-5711

- **Federal Income Tax**

As the owner of a business you are required to file Federal Income Tax returns. Your Federal Income Tax is normally filed on a quarterly basis and calculated on $\frac{1}{4}$ of your estimated annual tax debt. As with State Income Tax, the forms you file and your annual tax debt will be determined by the format in which your business is organized. Federal Income Tax for businesses organized as Sole Proprietorships, Corporations, General Partnerships or Limited Liability Partnerships should consult the Internal Revenue Service, your attorney and/or your tax consultant for specific requirements relating to your individual situation. Questions about estimating your annual tax debt and filing Federal Income Tax forms should be directed to the Internal Revenue Service.

United States Government, Internal Revenue Service (IRS)
880 Front Street, Room 1N1
San Diego, CA 92101
Phone: (619) 615-9555
Phone: (800) 829-1040
www.irs.gov

Agricultural Business Information - Starting your own Agricultural Business

Land Use and Zoning

As a new agricultural business you will need to know about the regulations that apply to your potential business location. Zoning and Land Use information can be easily obtained from the County of San Diego, Department of Planning and Land Use. Through the parcel number and/or physical address of the site, the Department of Planning and Land Use will be able to provide you with the approved usage, as well as possible restrictions, for your future agricultural business site. The Department of Planning and Land Use will also be able to assist you with questions regarding existing and planned facility use.

- County of San Diego, Department of Planning and Land Use
5201 Ruffin Road
San Diego, CA 92123
Phone: (858) 694-2960 or (858) 565-5981

Land Tenure and Land Leasing

The economics of today's agriculture make leasing or renting land an important component for San Diego County's agricultural industry. Local land prices are more dependent on real estate trends than on their true value as an agricultural input. Even though 87 % of local farmers owned the land they farm, leasing or renting land is the best and perhaps the only alternative for prospective growers to start a new farm or to expand an existing operation. Agricultural entrepreneurs should be more concerned with controlling, rather than owning the land and other resources they need to farm. The capital investment required to buy land and the resulting risk are often too large. Leasing or renting can provide the control they need and allow them to "try things out" without having to commit huge amounts of capital to purchase land or other resources.

The terms leasing and renting are often used interchangeably when talking about land, the main difference being the length of the agreement. Cash rents and crop shares are the two main types of leases available for growers. However, a variety of combinations exist that differ in how risk is spread among the contracting parties. A variety of leasing agreements, sample contracts, and publications are available for your review and examination at the San Diego County Farm and Home Advisors Office. The following is a list of agencies and organizations that can provide information on buying or leasing agricultural land in San Diego County.

- San Diego County Farm Bureau
1670 E. Valley Parkway
Escondido, CA 92027-2498
Phone: (760) 745-3023
Email: sdcfb@sdfarmbureau.org
- City of San Diego, Real Estate Assets Department
Agricultural Leases Office
1200 Third Avenue, Suite 1700
San Diego, CA 92101
Phone: (619) 236-6020

<http://www.sandiego.gov/real-estate-assets/index.shtml>

- County of San Diego, Real Property Division
5555 Overland Avenue, Bldg. 2, Room 110
San Diego, CA 92123
Phone: (858) 694-2291

Water Use and Conservation

Water is the life-blood of agricultural operations whether it is supplied by rainfall or by irrigation. Producers in San Diego County face a unique and sometimes difficult challenge when dealing with water related issues. Our local growers pay some of the highest prices for water in California. Agricultural water rates can be as high as 30 times those of the Central Valley Project or Imperial Irrigation District. As a result, topics such as water quality, water availability, water sources, irrigation management and water conservation must be carefully addressed when discussing the development of a new agricultural enterprise. The following offices provide information, instruction and assistance to new agricultural business owners. These departments should be consulted during the planning phase of your operation to help insure the success of your business.

- San Diego County Water Authority
Water Resources Department
4677 Overland Avenue
San Diego, CA 92123
Phone: (858) 522-6600
- Mission Resource Conservation District
PO Box 1777
Fallbrook, CA 92088-1777
Phone: (760) 728-1332
- Greater San Diego Resource Conservation District
332 S. Juniper, Suite 110
Escondido, CA 92025
Phone: (760) 745-2061
- County of San Diego, Department of Environmental Health, Land & Water Quality Division
San Diego Office
5201 Ruffin Road, Suite C
San Diego, CA 92123
Phone: (858) 565-5173
- County of San Diego, Department of Environmental Health, Planning and Land Use Division
El Cajon Office
200 E. Main St, 6th Floor
El Cajon, CA 92020
Phone: (619) 441-4030
Fax: (619) 441-4411
San Marcos Office
151 East Carmel Street
San Marcos, CA 92078
Phone: (760) 471-0730

- County of San Diego, Department of Public Works
Waste Water and Transit
5201 Ruffin Road
San Diego, CA 92123
Phone: (858) 874-4114
- Regional Water Quality Control Board
9174 Sky Park Court, Suite 100
San Diego, CA 92123
Phone: (858) 467-2952

Crop Selection

San Diego County's mild climate allows local farmers to grow over 200 crops commercially. The crop options will vary depending on the specific location of the farm or property being considered. Factors such as land availability, soil type, climate, initial financial investment and expected return, market demand, water quality and availability, and personal interests are just a few of the factors that must be considered when selecting your crop(s). Growers must give special consideration to the market demand for prospective crops. You can be the best grower of any crop, but it does not do you any good if you cannot sell what you grow. Therefore, crop selection is an entrepreneurial decision. The final determination of what crop or crops a grower decides to produce can only be made by the individual grower himself.

New agricultural producers should start by researching the land use and practices in the community they are considering for their new farm enterprise. Factors such as what is currently being produced in the area and the views of neighboring producers and suppliers can be extremely enlightening when researching your potential crop enterprise. Many sources of information are available to assist prospective agricultural operators with the crop selection process. The University of California Cooperative Extension, Farm and Home Advisor Office is staffed with advisors who can assist new growers to evaluate their individual situation and to make an educated and informed decision with regards to crop selection. Several agencies including the San Diego County Farm Bureau, the County and State Department of Agriculture, commodity boards and local grower or trade associations can also provide a wealth of knowledge when researching a specific crop. Once again, it is important to emphasize that crop selection is an individual decision that must be made by the grower. Although outside agencies and individuals can be extremely helpful in weighing the pros and cons of specific crops, the ultimate selection of what to grow must be made by the grower.

- University of California Cooperative Extension
Farm and Home Advisors Office
 - 5555 Overland Avenue, Suite 4101
San Diego, CA 92123
Phone: (858) 694-2845
Fax: (858) 694-2849
<http://cesandiego.ucdavis.edu>
 - 334 Via Vera Cruz, Suite 152
San Marcos, CA 92078
Phone: (760) 752-4724

- County of San Diego
Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
Email: sdcawm@sdcounty.ca.gov
www.sdcawm.org
- San Diego County Farm Bureau
1670 E. Valley Parkway
Escondido, CA 92027-2498
Phone: (760) 745-3023
Fax: (760) 489-6348
sdcfb@sdfarmbureau.org
www.Sdfarmbureau.org

Pesticide Use and Regulations

As a new agricultural producer, you will likely need to utilize pesticides as part of your production practices. The County of San Diego, Agriculture, Weights and Measures Department enforces the laws which regulate the use of pesticides. Because the decision of what materials to use and when to use them are case specific, agricultural producers must show they are knowledgeable about their use and safety by obtaining a Certified Private Applicators Certificate from the County Agricultural Commissioner's Office. To obtain this certificate, one must take a test administered by that office. The study guide for the test "Pesticide Safety-A Reference Guide for Growers" can be purchased at the Farm and Home Advisors Office. Alternatively, a pesticide recommendation must be obtained by a licensed Pest Control Advisor (PCA). Most agricultural chemical supply companies have at least one PCA on staff. The PCA and the Agricultural Commissioner's Office will help the grower determine the types of permits and licenses the grower must have in order to apply the pesticide. Record keeping is an important and legal part of using pesticides. Again, the Agricultural Commissioner's Office can help the grower in that regard.

- County of San Diego
Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
Email: sdcawm@sdcounty.ca.gov
www.sdcawm.org

Nursery Permits and the Pest Exclusion/Nursery Program

The Agricultural Commissioners Offices issue shipping permits, nursery stock certificates, and other required certificates to facilitate movement of nursery stock in trade. The Pest Exclusion/Nursery Program is coordinated by the California Department of Food and Agriculture and is administered in the county by the Agricultural Commissioners Office. This program assists the nurseryman with pest control and eradication; licenses the sale of nursery stock; maintains a list and publishes a directory of nurserymen and locations where nursery stock is sold; and registers or

certifies certain plants that are inspected and tested for specific virus or virus-like diseases and other pests.

- County of San Diego
Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
Email: sdcawm@sdcounty.ca.gov
www.sdcawm.org
- California Department of Food and Agriculture
1220 N Street, Room A-372
Sacramento, CA 95814
Phone: (916) 654-0462
www.cdfa.ca.gov

Compost Regulations

The utilization of compost and composting can be an economically and environmentally desirable option for new producers. Depending on the scale of your operation, composting may be as simple as building a “back-yard” compost pile or as complex as creating a green-waste recycling operation. Issues related to land use, air pollution, and environmental health must be addressed when considering composting in your operation. The following departments should be contacted to determine the possible regulations and permits that will be needed by your operation.

- County of San Diego
Department of Planning and Land Use
5201 Ruffin Road
San Diego, CA 92123
Phone: (858) 694-2960
- Air Pollution Control District
9150 Chesapeake Drive
San Diego, CA 92123
Phone: (858) 650-4549 Small Business Assistance
Phone: (858) 650-4550 Compliance
Phone: (858) 650-4700 Permits
- County of San Diego
Department of Environmental Health
1255 Imperial Avenue, 3rd Floor
San Diego, CA 92101
Phone: (619) 338-2222
Vector Control Phone: (858) 694-2888

Organic Farming & Organic Registration

New agricultural operators or existing operations interested in the production or processing of organically grown agricultural products should contact the County of San Diego Agricultural

Commissioner's Office. California law requires registration through the Agricultural Commissioner's Office for individuals interested in growing registered organic products. The Agricultural Commissioner's Office is also responsible for enforcing the provisions for organic production as specified in the California Organic Foods Act of 1990, in the Sherman Food, Drug, and Cosmetic Law. There are no Federal standards in place as of this printing. However, the United States Department of Agriculture and the National Organic Standards Board have been trying to develop them for the past several years. All application materials and necessary information can be obtained directly from the County Agricultural Commissioner's office. An onsite inspection will also be required as part of the organic registration process. The fees to pay for the organic registration and the time required to complete the application process depend on the size and scale of operation. Once an operation has been registered organic, there are limitations with regards to the practices and inputs that growers can use to grow their crops. A list of practices and/or products allowed is provided with the application materials.

- County of San Diego, Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
www.sdcawm.org

Organic Certification by Third Parties

Third party certification is a very common practice among organic producers. This type of certification is optional, and not required by law. However, third party certification may provide an edge to organic growers when trying to differentiate their products in what is becoming a very competitive industry. In addition, it may also provide more credibility and legitimize their operations in the eyes of consumers. Finally, it may be a requirement on the part of wholesalers, packers, shippers and processors of organic foods, i.e. those that buy from the grower. They may feel this is an extra step in trying to provide a quality product.

Third party certification of organic production is performed by private organizations that specialize in this type of activity. There are many such organizations that operate in the United States and several that operate in California and in San Diego County. They are fairly consistent with the Agricultural Commissioner's office with regard to practices and products allowed. However, as with any other business activity, the fees assessed, the documentation required, the scrutiny of the application process, materials and on-site inspection and the credibility of the certification will depend on the specific organization and the type of certification desired. Growers or processors interested in third party certification should shop around to ensure they get the service they want at a price they can afford. Also, growers should make sure the certification they obtain meets the requirement of their buyers, brokers or consumers, i.e. those that will buy their products. The following is a list of several organizations that local growers are currently using or have used to obtain third party certification of organic or biodynamic production practices.

- California Certified Organic Farmers (CCOF)
San Diego County Chapter
Christie Lois
1119 S. Mission Road #245
Fallbrook, CA 92028

Phone: (760) 451-0912
Fax: (760) 723-3775
Lois@ccof.org

State Office & Headquarters
1115 Mission Street
Santa Cruz, CA 95060
Phone: (831) 423-2263
Fax: (831) 423-4528
ccof@ccof.org

- Demeter Association, Inc.
Britt Road
Aurora, New York 13026
Phone: (315) 364-5617
Fax: (315) 364-5224
E-mail: demeter@baldcom.net
Contact: Anne Mendenhall
Newsletter: Two times a year in Biodynamics or by request (no charge)
- Farm Verified Organic, Inc.
ICS, Inc.
301 5th Ave SE
Medina, ND 58467 USA
Phone: (701) 486-3578
Fax: (701) 486-3580
Email: info@ics-intl.com
www.ics-intl.com
- Quality Assurance International (QAI)
Corporate Office
9191 Towne Centre Drive; Suite 510
San Diego, CA 92122 USA
Phone: 858.792.3531
Fax: 858.792.8665
E-mail: qai@qai-inc.com
http://www.qai-inc.com/1_0_0_0.php
- Scientific Certification Systems (SCS)
Nutriclean Organic
Food and Agriculture – U.S.
NutriClean Pesticide Residue Free
Karen Delehanty
510-452-8042
nutriclean@scscertified.com
www.scscertified.com/forestry/

Weighing and Measuring Devices

The mission of Weights and Measures is to promote value comparison and fair competition in the marketplace. This is established by ensuring accuracy of market standards. Weights and Measures functions include the testing of all commercially used devices such as scales, gas pumps, water vending machines, taximeters, privately owned utility meters and liquefied petroleum products, weighmaster enforcement (certificates issued for weight, measure or count), and advertised price accuracy (scanners).

Commercial use of a weighing or measuring device requires a valid registration certificate. The current registration fee is \$20 per device, with a reduced rate for multiple devices at a single location. Devices are normally inspected on an annual basis. For further information, please contact the Weights and Measures staff.

- County of San Diego, Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
www.sdcawm.org

Financial Assistance

Starting an agricultural business can be an expensive undertaking. It is critical to develop a sound financial business plan before you embark on this venture. The process of developing the plan will help new and existing agricultural producers to estimate and forecast the level of sales and the cash flow for their business. This will allow them to determine the need and timing for borrowed funds and to explore all the alternatives available to secure the funds they need to finance their business. The majority of existing growers in San Diego County finance their operations with private funds. However, there are a variety of sources that growers could potentially use to borrow money. Private banks, production credit associations, equipment dealers, suppliers, cooperatives, packers, shippers, grower associations and insurance companies are some examples of private organizations and institutions that lend money for agricultural operations.

In addition, a variety of government agencies and non-profit organizations can provide financial assistance through a variety of programs, contracts or grants. These programs usually lend at lower interest rates and can include direct loans, cost-share agreements or contracts and loan guarantees through private banks. The loan funds obtained can be used for a variety of purposes including farm and home ownership and operating loans. Regardless of the source for funds you plan to use, the competition for funds is tough. Having a sound, well written business and financial plan will be extremely helpful in selling your business to your prospective lender and in securing the funds you need. Also, it is very important that you communicate with your potential lender and discuss your ideas and all the possibilities that you are considering or should consider. The following is a list of agencies and organizations that provide financial assistance to growers in San Diego County.

- USDA Farm Service Agency
FSA Service Center Office
Riverside County Farm Service Agency
82-901 Bliss Avenue
Indio, CA 92201

Phone: (760) 347-3675 Ext. 2
Fax: (760) 342-5346
<http://www.fsa.usda.gov>
Rosa Singh, County Executive Director

- Natural Resources Conservation Service
332 S. Juniper, Suite #110
Escondido, CA 92025
Phone: (760) 745-2061
Phone: (760) 745-3210 fax
www.nrcs.usda.gov/
- Farm Credit Services of Southern California
960 Canterbury Place, Suite 210
Escondido, CA 92025
Phone: (760) 746-5055
Phone: (760) 746-5814 Fax

Markets and Marketing

San Diego County growers have a variety of conventional and direct marketing alternatives available to them locally. The potentially large size of the local and regional market combined with the ag-urban interface that characterizes local agriculture and the diversity of crops grown in the county agriculture offer unique opportunities for growers to sell their products. Large growers tend to use conventional channels and small-scale growers more often use direct marketing channels. Most growers have the flexibility to use a combination of conventional and direct marketing methods to sell their products. This helps diversify the marketing options and potentially improve the returns from their operations. However, it is critical that growers take the time to research their potential markets. They must understand market trends and preferences of local consumers so they can identify needs, niches, and market windows that they might fill with crops they grow or products they sell. They must also evaluate their marketing options and determine the strategy or strategies that are best suited for their products, for the size of their operation and for their personality. Not every marketing alternative will work for everyone. Therefore, growers must develop a marketing plan that will allow them to find the right strategy or the right marketing mix of strategies.

▪ Conventional or Wholesale Marketing

Examples of conventional and wholesale marketing alternatives include large lot direct sales, wholesalers, shippers, packers, brokers, commission merchants, cooperatives, etc. These marketing channels often involve a middleman and usually minimize the involvement of the growers with regards to marketing the crops or products. These methods are best suited to crop growers with considerable acreage who may have difficulties selling all of their large volumes of products through direct marketing methods. In addition, growers who produce crops whose harvest requires large amounts of labor or specialized equipment, or who lack the equipment and facilities to handle their crops, or who do not want to get involved in the marketing of the crops, may find wholesale marketing methods very useful. Appendix A provides a listing of conventional marketing outlets available in San Diego County for most agricultural products grown locally. Care should be taken in selecting those who handle the sale of your agricultural

products. Unscrupulous consignment sellers and wholesalers have bilked many unsuspecting new growers out of much of the profits that they should have received. More specific information about conventional or wholesale marketing methods can be obtained from the University of California Cooperative Extension Office.

▪ **Direct Marketing**

Direct Marketing takes place when growers sell their product “directly” to the consumer. This method of sales enables the grower to increase their profit margin compared to conventional wholesale marketing methods. The fact that agricultural production in the county occurs in an ag-urban interface provides immediate access to a potentially large market. This situation fosters the use of direct marketing alternatives. Types of direct marketing include Certified Farmers’ Markets, Roadside Stands, U-pick Operations, Community Supported Agriculture, Buying Clubs, Catalogs, Rent-a-Tree Operations, and Subscription Agriculture. The development of roadside stands and other on farm direct marketing may require special permits from local governmental agencies. Consult your insurance agent about potential liability issues that can accompany having public access to your farm property.

Although direct marketing methods require additional labor for the grower, the use of one of these methods or a combination of direct marketing methods may allow small-scale operators to increase their profits. This may also allow growers to diversify their revenue stream by adding value to the products they sell or engaging in other activities related to agricultural tourism. In addition, an important byproduct of direct marketing activities is the opportunity to increase community awareness of local agriculture, thereby expanding the support for local growers. Detailed information about direct marketing can be obtained from the University of California Cooperative Extension, Farm and Home Advisors Office.

- County of San Diego, Agriculture, Weights and Measures Department
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-8988
www.sdcawm.sdcountry.org
- University of California Cooperative Extension
Farm and Home Advisor Office
5555 Overland Avenue, Suite 4101
San Diego, CA 92123
Phone: (858) 694-2845
<http://Cesandiego.ucdavis.edu>

Certified Farmers' Markets and Certified Producer Certificates

There are approximately 29 Certified Farmers’ Markets that operate within San Diego County. Certified Farmers’ Market are the most common form of direct marketing that local growers use to market their products directly to the consumer. Certified Farmers’ Market regulations are established in the California Code of Regulations, and local certification is coordinated and approved by the County of San Diego, Department of Agriculture, Weights and Measures (Agricultural Commissioner’s Office). Growers interested in participating in a local Certified

Farmers' Market must have their crops certified and must obtain a Certified Producer's Certificate from the Agricultural Commissioner's Office. This requires growers to complete and submit a Certified Producer's Certificate application form and to have their growing site(s) inspected by an official from the Agricultural Commissioner's Office to verify each product to be sold at a Certified Farmers' Market. The certification process will take approximately 2 to 4 weeks to complete. The costs included in obtaining a certificate include a \$35 Certified Producer's Certificate Fee, an Inspection Fee (\$60 hourly rate), and a mileage charge that is based on a predetermined "zone" in which the growing grounds are located. A grower is restricted to selling only those crops that appear as "certified" on his or her certified producer's certificate. In addition, Certified Farmers' Markets are very competitive and growers must first contact the manager of the CFM(s) of their choice to inquire about market openings. Doing this early on in the process will give a grower time to explore other options. A listing of Certified Farmers' Markets operating in San Diego County is provided in appendix A.

- County of San Diego
Department of Agriculture, Weights and Measures
5555 Overland Avenue, Suite 3101
San Diego, CA 92123
Phone: (858) 694-2778
www.sdcawm.sdcountry.org

Other Sources of Information

The County of San Diego and the State of California have a wealth of knowledge and information available to assist potential agricultural business individuals. If the previous sections did not answer all your questions or concerns with regards to starting a new agricultural enterprise, the following organizations and agencies are available to provide information and assistance related to agricultural issues in California, and more specifically, San Diego County.

- University of California Cooperative Extension
Farm and Home Advisors Office
5555 Overland Avenue, Suite 4101
San Diego, CA 92123
Phone: (858) 694-2845
Fax: (858) 694-2849
<http://cesandiego.ucdavis.edu>
- Small Farm Center
University of California
One Shields Ave.
Davis, CA 95616
Phone: (530) 752-8136
Email: sfc@ucdavis.edu
www.sfc.ucdavis.edu
- San Diego County Farm Bureau
1670 East Valley Parkway
Escondido, CA 92027

Phone: (760) 745-3023
www.Sdfarmbureau.org

- Greater San Diego Resource Conservation District
332 S. Juniper, Suite #110
Escondido, CA 92025
Phone: (760) 745-2061
- Natural Resources Conservation Service
332 S. Juniper, Suite #110
Escondido, CA 92025
Phone: (760) 745-2061
Phone: (760) 745-3210 fax
<http://www.nrcs.usda.gov/>
- Mission Resource Conservation District
990 E. Mission Road
PO Box 1777
Fallbrook, CA 92088-1777
Phone: (760) 728-1332
Phone: (760) 723-5316 Fax
info@missionrcd.org

Human Resources - Working Your Farm Solo or As a Team

Staffing your New Agricultural Enterprise

The hiring and management of human resources in production agriculture is a very complex activity. As a new agricultural business operator or as the operator of an existing farm you are faced with the decision to hire or not to hire help. You must determine whether you can supply all the labor needed to operate your business by yourself or if you will require help and assistance from others (employees). If you chose to hire employees to assist with your operation, you will need to determine the number and type of employees that will best suit your operation. The University of California Agricultural Personnel Management Program (UC APMP) is an excellent starting point for questions related to agricultural and business employment, labor contractors, employee housing and other legal issues affecting the supply and management of labor in agriculture. The UC-APMP has a variety of materials and periodicals in printed or electronic form that can help you address specific problems you face in your operation. In addition, these publications can be excellent reference materials that are much needed by agricultural business managers. Information about this program and other sources of information that may help you with your labor/employment management decisions are provided below.

- UC Agricultural Personnel management Program (APMP)
207 Gianini Hall
Berkeley, CA 94720-3310
Phone: (510) 643-8319
Fax: (510) 643-8911
URL: apmp.berkeley.edu

Tax Identification

As an employer your are required to obtain an Employer Identification Number (EIN). The State of California will refer to this nine-digit number as your Federal Employer Identification Number (FEIN). To obtain an EIN, you simply fill out the Federal Form SS-4. This number will need to be included on all tax items you send to Federal and State tax agencies.

- United States Government, Internal Revenue Service (IRS)
880 Front Street, Room 1N1
San Diego, CA 92101
Phone: (800) 829-1040
Phone: (714) 360-2094 (local)
- State of California, EDD, Tax Office
San Diego Office
3110 Camino del Rio South, Suite #100
San Diego, CA 92108 (This location offers in-person employment tax service)
<http://www.edd.ca.gov>

North San Diego County Office
240 West 2nd Avenue
Escondido, CA 92025 (This location offers in-person employment tax service)
<http://www.edd.ca.gov>

Worker's Compensation Regulations and Benefits

California State law requires that all employers have a Workers' Compensation Insurance policy to cover their employees in case of a work-related injury. Most commercial insurance companies can provide Workers' Compensation insurance. As an employer, it is to your benefit to shop around for the policy that best suits your operation. Your local Chamber of Commerce, your local small business associations, and the San Diego County Farm Bureau's list of "Partner" agencies are good starting points to get recommendations for possible carriers. Your chosen carrier and/or the State of California Division of Workers' Compensation Office can answer general questions regarding Workers' Compensation requirements and regulations.

- State of California, Industrial Relations Department
Division of Workers' Compensation
1350 Front Street, Suite #3047
San Diego, CA 92101
Phone: (619) 525-4589
Phone: (800) 736-7401
www.dir.ca.gov

Non-US Citizen Employment Status

The United States Government, Immigration and Naturalization Service is available to assist employers with issues related to work permits, immigration and naturalization of employees. The INS can also assist you with the process of obtaining exemptions and proper documentation necessary for the seasonal or temporary employment of non-US citizens.

- United State Government
Immigration and Naturalization Service
880 Front Street
San Diego, CA 92101
Phone: (619) 557-5570

General State Requirements

If, as an employer, you pay wages totaling more than \$100 in a calendar quarter, you are required to register with the State of California, Employment Development Department (EDD). When you register with EDD you will be assigned a State Employer Account Number. This number will identify your businesses State tax records. Employers are required to report and pay the following four employment taxes: Unemployment Insurance, Employment Training Tax, State Disability Insurance and State Personal Income Tax. The employer pays the Unemployment Insurance and Employment Training Tax. State Disability Insurance and State Personal Income Tax are withheld from the employee's wages by their employer and then paid to the State by the employer. All State payroll taxes are reported on a quarterly basis using Form DE 6, Quarterly Wage and

Withholding Report. Additionally, employers are required to file Form DE 7, the Annual Reconciliation Return. All payments are to be submitted directly to EDD using Form DE 88, the Payroll Tax Deposit coupon. The frequency of these payments will be determined by the amount reported. The following agencies will assist you with employee related issues pertaining to State requirements.

- State of California, EDD, Tax Office

San Diego Office

3110 Camino del Rio South, Suite #100

San Diego, CA 92108

(This location offers in-person employment tax service)

North San Diego County Office

240 West 2nd Avenue

Escondido, CA 92025

(This location offers in-person employment tax service)

- State of California, Industrial Relations Department

Division of Labor Standards

8765 Aero Drive, Suite #120

San Diego, CA 92123

Phone: (858) 467-3002

General Federal Requirements

As an employer you are required to withhold from employees three types of employment taxes. These taxes include employee Federal Income tax, Social Security (FICA) tax, and Medicare. You must also report and pay matching contributions for Social Security and Medicare for each employee. These withholdings and payments are to be paid to the IRS on a quarterly basis using Federal Tax Form 941. You are also required to pay Federal Unemployment Tax Act (FUTA) Tax. Deposit for this tax are to be made quarterly with Federal Tax Deposit Coupon (Form 8109). Each year you will then file a Federal Unemployment Tax Act (FUTA) Return, Form 940. Any additional FUTA taxes due are to be submitted with this return. The following agency will assist you with employee related issues pertaining to Federal requirements.

- United State Government
Internal Revenue Service (IRS)
880 Front Street, Room 1N1
San Diego, CA 92123
Phone: (800) 829-1040
Phone: (714) 360-2094 (local)

Contracted and Temporary Assistance

Another staffing option available to business owners is contracted and/or temporary assistance. Individuals interested in receiving assistance with on-going projects such as record keeping and accounting or assistance with specific projects or tasks may want to explore this option. With

contracted and temporary assistance, the employer is relieved of many employee-related issues. The business owner contracts with a company or agency to have a specific project completed. For an agreed upon fee, the contractor assumes not only the responsibility of completing the task and/or project, but also becomes responsible for all employee related issues including but not limited to hiring, supervision and employee tax reporting. A detailed and well thought out contract between an employer and a reputable contractor can relieve the employer of many of the employee-related burdens. There are many contractors and temporary agencies available in the community. Business owners interested in exploring this option should contact fellow agricultural businesspersons and local business associations for contractor/temporary agency recommendations.

Health & Food Safety - Protecting the Quality of your Product

Food Handling and Processing (Retail and Wholesale)

Food handling and processing are regulated by two agencies in San Diego County. The agency you work with is determined by the method by which you sell your product. If you are planning to sell your product to a wholesaler you will probably need to obtain a permit from the California State Food & Drug Branch. Producers interested in selling their product directly to the public will need to contact the County of San Diego Department of Environmental Health.

The three major methods by which producers sell their product directly to the consumer include Farm Stands, Certified Farmers' Markets, and non-certified markets such as local swap meets and street fairs. If you choose to sell your product from your farm stand you are exempt from obtaining a Food Handling Permit. If you choose to sell your product at a Certified Farmers Market you will not need to obtain additional permits. As a Certified Producer you are included in the Certified Farmers' Markets' Food Handling Permit. If you choose to sell your product at a non-certified market (or another location other than your farm) you are required to obtain a Mobile Food Unit Health Permit. This permit costs \$70/year and must be renewed annually.

If you intend to utilize any form of processing you have two options available to you. You can have your product processed at an approved food processing facility (Permitted Facility). There are no additional charges or permits required if you use an approved facility. If you choose not to use an outside facility, your next option is to build your own facility. This option may or may not be cost effective depending on the amount of processing used by your agricultural business. Once you have had your facility approved as a "Permitted Facility" your Food Processing Health Permit is \$315/year and must be renewed annually.

- Retail Operations
County of San Diego
Department of Environmental Health
1255 Imperial Avenue, 3rd Floor
San Diego, CA 92101
Phone: (619) 338-2222
- Wholesale Operations
State Food & Drug Administration
1350 Front Street
San Diego, CA 92101
Phone: (619) 525-4108

Quarantine and Protection

If you have the need to import or export plant and/or animal products in San Diego County as part of your agricultural operation, you will need to contact the Quarantine and Protection Division of the County of San Diego, Agricultural, Weights and Measures Department. This office will inform you about the current list of "affected" products for San Diego County as well as the current regulations that are being imposed by potential export destinations. If your product is affected by quarantine regulations, the County of San Diego, Agricultural, Weights and Measures Department

will guide you through the proper process and will advise you of any permits (including San Diego and/or the ultimate destination) that are needed to move your product.

- County of San Diego
Agricultural, Weights and Measures Department, San Marcos Office
334 Via Vera Cruz, Suite 150
San Marcos, CA 92078
Phone: (760) 752-4700

Nutrition and Food Safety Education

Agricultural producers interested in educating their consumer base about issues related to nutrition, food safety, and/or food science can contact the University of California Cooperative Extension, Home Advisors Office. This office provides educational information regarding consumer-related topics such as preparing and storing food safely, nutritional value, and product utilization. The Home Advisors Office is available to answer individual questions and is an excellent referral service for food related issues.

- University of California Cooperative Extension
Farm and Home Advisors Office
5555 Overland Avenue, Building #4
San Diego, CA 92123
Phone: (858) 694-2850
- San Diego County Department of Environmental Health
1255 Imperial Avenue, 3rd Floor
San Diego, CA 92101
Phone: (800) 253-9933
Phone: (619) 338-2484 for information on food handling class
<http://www.sdcounty.ca.gov/deh/fhd/food.html>
- U.S. Department of Health and Human Services
Phone: 1-800-535-4555
Phone: 1-888-SAFEFOOD (1-888-723-3366)
www.cfsan.fda.gov/list.html

Legal Issues - Protecting Your Business

Business, Agricultural and Employee Related Assistance/Referrals

As the operator of an agricultural business it is to your benefit to develop a network of legal assistance that can assist you with legal matters related to agricultural issues as well as general business and employee issues. The following offices can refer you to individuals and agencies that specialize in your specific area of concern. As with all sound business practices, it is advantageous to develop these relationships before you have a need for their services. In addition to assisting with specific situations, your legal reference will assist you proactively by forecasting potential volatile situations. Developing a legal network before you have a need to utilize its services will give you the ability to “shop around” for individuals that you feel will best suit your operation.

- Lawyer Referral and Information Service of San Diego County Bar Association
1333 7th Avenue
San Diego, CA 92101
Phone: (619) 231-0781
1-800-464-1529
Fax (619) 338-0042
E-mail: bar@sdcba.org
<http://www.sdcba.org/LRIS/>

This office can provide you with information and referrals specific to:

1. Business Specific Assistance/Referrals
 2. Agricultural Specific Assistance/Referrals
 3. Employee Specific Assistance/Referrals
- Webb Ronald R Attorney At Law
5755 Oberlin Drive, Suite 312
San Diego, CA 92121
Phone: (858) 558-1191
 - San Diego County Farm Bureau
1670 East Valley Parkway
Escondido, CA 92027
Phone: (760) 745-3023

Sources of Information and Assistance on the Internet - Building Your Enterprise via Your Computer

The information available through the Internet is virtually unlimited. The following sites are an excellent starting place to begin exploring the Internet for useful information. Note that many of the listed sites are merely gateways that will link your computer to other options and sites that will expand the potential for information gathering on the Internet.

University of California Web Sites

- Agricultural Issues Center www.aic.ucdavis.edu
- Agricultural Personnel Management Program www.apmp.berkeley.edu/
- Department of Viticulture and Enology www.wineserver.ucdavis.edu/av/avl.html
- Avocado Information Sites www.ucavo.ucr.edu
- Avocado Production Cost Data www.coststudies.ucdavis.edu/uploads/cost_return_articles/avosdiego2001.pdf
- Directory of Advisors & Specialists www.ucanr.org/direct.cfm
- Division of Agriculture and Natural Resources www.danr.ucop.edu/
- Fruit and Nut Research Information Center www.fruitsandnuts.ucdavis.edu/
- Integrated Pest Management Program www.ipm.ucdavis.edu/
- Ornamental Horticulture www.ohric.ucdavis.edu
- Post-harvest Information www.postharvest.ucdavis.edu/
- Small Farm Center www.sfc.ucdavis.edu/
- Statewide Integrated Pest Management Program www.ipm.ucdavis.edu
- Sustainable Agriculture, Research & Education Program www.sarep.ucdavis.edu/
- Subtropical Horticulture www.library.ucr.edu/agnic/
- Vegetable Research & Information Center (VRIC) www.vric.ucdavis.edu
- Weed Research and Information Center www.wric.ucdavis.edu

General Agricultural Information

- AG Answers www.orst.edu/dept/NWREC/vegindex.html
- Agricultural Alternatives www.agalternatives.aers.psu.edu
- Breeds of Livestock www.ansi.okstate.edu/breeds

- Commercial Vegetable Production Guides www.oregonstate.edu/dept/NWREC/vegindex.html
- Kansas State Livestock Library www.oznet.ksu.edu/library/lvstk2/
- The Farmer's Guide to the Internet www.uky.edu/Agriculture/AgriculturalEconomics/welcome.html
- The NewCROP Home Page www.hort.purdue.edu/newcrop/

Agricultural Personnel Information

- Labor Management in Agriculture www.nature.berkeley.edu/ucce50/ag-labor/
- UC Agricultural Personnel Management Program www.apmp.berkeley.edu/
- Occupational Safety and Health Administration (OSHA) www.osha.gov/index.html
- US Department of Labor www.dol.gov
- Labor Management Decisions www.are.berkeley.edu/APMP/pubs/lmd/lmd.html
- Ag. Personnel Management Newsletter www.are.berkeley.edu/APMP/pubs/sutterpubs/sutternews.html
- USDA Market News Service www.ams.usda.gov/
- Summary of the Migrant and Seasonal Agricultural Worker Protection Act (MSPA) www.dol.gov/compliance/laws/comp-msawpa.htm

Pest Management Information

- UC Integrated Pest Management Project www.ipm.ucdavis.edu
- Biological Control at Cornell University www.nysaes.cornell.edu/ent/biocontrol/
- Virtual Center for Integrated Pest Management www.cipm.ncsu.edu/about.cfm
- Bio-Control Information Center at NCSU <http://cipm.ncsu.edu/ent/biocontrol/interiorscapes.htm>
- Database of IPM Resources www.ippc.orst.edu/DIR/index.htm
- Bio-control Sources www.cdfa.ca.gov/phpps/ipc/biocontrol/biocontrol_hp.htm

Weather Information

- Ag Alert Weather www.cfbf.com/
- Agricultural Weather Information www.agriculturalweather.com/
- California Irrigation Management Information System (CIMIS) www.cimis.water.ca.gov/
- Weather Forecasts and Summaries cdec.water.ca.gov/weather.html

- The Weather Channel www.weather.com/twc/homepage.twc

Marketing Information

- USDA Agricultural Marketing Service www.ams.usda.gov/index.htm
- USDA/AMS Terminal Mkt Price & Supply Rpts www.ams.usda.gov/fv/mnacs/terminal.htm
- California Federation of Certified Farmers Markets www.cafarmersmarkets.com
- Direct Farm Mktg & Tourism Handbook ag.arizona.edu/arec/pubs/dmkt/dmkt.html
- Organic Farmers Marketing Association [AgDirectory.doc](#)
- Community Supported Agriculture of North America www.nal.usda.gov/afsic/csa/

Government Regulatory Sites and Information

- California Department of Food and Agriculture www.cdffa.ca.gov/
- California Department of Pesticide Regulation (DPR) www.cdpr.ca.gov/
- California Department of Water Resources www.dwr.water.ca.gov/
- California Environmental Protection Agency www.calepa.ca.gov/
- California Environmental Resources Evaluation System <http://ceres.ca.gov/>
- California Food and Agricultural Code www.leginfo.ca.gov/cgi-bin/calawquery?codesection=fac
- The California State Homepage www.ca.gov
- San Diego County www.sdcounty.ca.gov
- San Diego County Agriculture Weights and Measures www.sdcounty.ca.gov/cnty/cntydepts/landuse/agri
- San Diego County Office of Trade & Business Development www.co.san-diego.ca.us/cnty/cntydepts/landuse/ombuds/
- San Diego County Department of Planning & Land Use www.sdcounty.ca.gov/dplu/
- United States Department of Agriculture (USDA) www.usda.gov/
- USDA's Economic and Statistics Service <http://usda.mannlib.cornell.edu/usda/>
- Ag. Census at the US Census Bureau www.census.gov/ftp/pub/econ/ [www/agrimenu.html](http://www.agrimenu.html)
- CA Labor Code www.leginfo.ca.gov/cgi-bin/calawquery?codesection=lab&codebody=

- California Law www.leginfo.ca.gov/calaw.html
- California Agricultural Statistics Service www.nass.usda.gov/ca/rlsetoc.htm
- California Agricultural Directory www.cfbf.com/release/2002/pr-031202.htm

Local/Regional/State/National Organizations

- Agriculture Network Information Center www.agnic.org/
- Appropriate Technology Transfer for Rural Areas (ATTRA) www.attra.org/
- California Certified Organic Farmers www.ccof.org/
- California Agricultural Production Consultants Association (CAPCA) www.capca.com
e-mail: capca@capca.com
- Community Alliance with Family Farmers www.caff.org/
- National Pesticide Telecommunications Network <http://npic.orst.edu>
- San Diego County Farm Bureau www.sdfarmbureau.org

Other University Sites

- AgriNet at Texas A&M University <http://agrinet.tamu.edu/>
- Cornell Cooperative Extension www.cce.cornell.edu/
- Florida Agricultural Information Retrieval System edis.ifas.ufl.edu/
- University of Arizona Cooperative Extension ag.arizona.edu/crops/vegetables/vegetables.html

Commodity Groups, Marketing Board and Commission

- Alfalfa Council Organization www.alfalfa.org/cascorg.html
- California Apple Commission www.calapple.org/
- California Artichoke Advisory Board www.artichokes.net
- California Avocado Commission www.avocado.org
- California Cherry Advisory Board www.calcherry.com/default.cfm
- California Citrus Research Board www.citrusresearch.com
- California Cut Flower Commission www.ccfc.org
- California Egg Commission www.eggcom.com
- California Federation of Certified Farmers Market www.cafarmersmarkets.com/

- California Forest Products Commission www.calforests.org
- California Manufacturing Milk Advisory Board www.Cdfa.ca.gov
- California Seafood Council Ca-seafood.ucdavis.edu
- California Strawberry Commission www.calstrawberry.com
- California Table Grape Commission www.tablegrape.com
- California Fresh Tomato Board www.tomato.org
- California Tomato Growers Association, Inc. www.ctga.org
- California Tomato Research Institute www.tomatonet.org
- Walnut Marketing Board/California Walnut Commission www.walnuts.org
- Master Gardener Association www.mastergardenerssandiego.org

Local Support – The Best May Be in Your Backyard

A. University of California Cooperative Extension

San Diego County Farm and Home Advisor's Office

5555 Overland Avenue, Building 4

San Diego, CA 92123

Phone: (858) 694-2845

Fax: 694-2849

<http://cesandiego.ucdavis.edu>

Email: cdsandiego@ucdavis.edu

334 Via Vera Cruz, Suite 152

San Marcos, CA 92078

Phone: (760) 760-752-4724

Phone: (760) 752-4725

▪ **Administration**

Terrell Salmon, County Director

Phone: (858) 694-2864

tpsalmon@ucdavis.edu

▪ **Commercial Agriculture**

Avocados, Citrus, Subtropical, and Deciduous Fruit

Gary S. Bender, Farm Advisor

Phone: (760) 752-4711

gsbender@ucdavis.edu

Small Farms & Agricultural Economics

Ramiro E. Lobo, Farm Advisor

Phone: (760) 752-4716

relobo@ucdavis.edu

Floriculture, Nursery Crops and Pest Management

Jim Bethke, Farm Advisor

Phone: (760) 752-4715

bethke@ucr.edu

Landscape, Turf, Christmas Trees and Irrigation Management

David A. Shaw, Farm Advisor

Phone: (858) 694-2853

dshaw@ucdavis.edu

Integrated Pest Management for Floriculture, Nursery, Landscape, and Turf

Cheryl A. Wilen, Area IPM Advisor

Phone: (858) 694-2846

cawilen@ucdavis.edu

- **Natural Resources**

Invasive Plants

Carl Bell, Regional Advisor
Phone: (858) 694-3386
cebell@ucdavis.edu

Environmental Issues

Valerie J. Mellano, Environmental Issues Advisor
Phone: (760) 752-4717
vjmellano@ucdavis.edu

Marine Resources & Issues/Sea Grant Extension Program

Leigh T. Johnson, Marine Advisor
Phone: (858) 694-2852
ltjohnson@ucdavis.edu

- **Gardening and Home Pest Control**

Gardening and Pest Information

Master Gardener Volunteers
Phone: (858) 694-2860
www.mastergardenerssandiego.org
help@mastergardenerssandiego.org
(M-F, 9:00 a.m.– 3:00 p.m.)

Home Horticulture and Pest Management Education

Vincent F. Lazaneo, Farm Advisor
Phone: (858) 694-2859
vlazaneo@ucdavis.edu

- **Nutrition, Family and Consumer Science**

Family Nutrition Program

Patti-Wooten Swanson, Ph.D.; Nutrition, Family & Consumer Science Advisor
Phone: (858) 694-2850
pwsanson@ucdavis.edu

Expanded Food & Nutrition Education Program (EFNEP)

Food Stamp Nutrition Education Program (FSNEP)

Nutrition Coordinator
Phone: (858) 694-2862

- **Youth Development**

H. Steve Dasher, 4-H Youth Development Advisor
Phone: (858) 694-8874
hsdasher@ucdavis.edu

Sue S. Manglallan, 4-H Youth Development Advisor
Phone: (858) 694-8836
ssmanglallan@ucdavis.edu

B. County of San Diego

DEPARTMENT OF AGRICULTURE, WEIGHTS AND MEASURES

5555 Overland Avenue, Building 3

San Diego, CA 92123-1292

Phone: (858) 694-2739 (Agriculture – Phone Tree)

Phone: (858) 694-8988 (Weights and Measures – Reception Desk)

Fax: (858) 565-7046

<http://www.sdcawm.org>

Email: sdcawm@sdcounty.ca.gov

North County Office in San Marcos

334 Via Vera Cruz, Suite 150

San Marcos, CA 92078

Phone: (760) 752-4700

Fax: (760) 752-4703

- **Administration**

Robert Atkins, Agricultural Commissioner/Sealer

Phone: (858) 694-2741

- **Standards Enforcement**

Phone: (858) 694-2778; Fax: (858) 505-6484

- **Special Programs**

- Laboratory Services***

- Plant Pathology/Nematology Lab – (858) 694-2753

- Entomology Lab – (858) 694-3076

- Bee & Rifa questions: (800) 200-2337 *BEES*

- Metrology Lab – (858) 694-3841

- Prover Lab – (858) 505-6408

- Pest Detection***

- Phone: (800) 300-8727 *TRAP*; Fax: 505-6652

- Insect Detection Specialists – 858-571-4209

- Integrated Pest Control***

- Phone: (858) 694-3540; Fax: (858) 694-2186

- Pesticide Regulation***

- 858-694-8980; Fax: 858-694-3845

- Farmworker helpline (Sp) – (877) 784-6426

PLANT HEALTH & PEST PREVENTION

334 Via Vera Cruz, Suite 150
San Diego Marcos, CA 92078
Phone: (760) 752-4700
Phone: (760) 752-4713
Fax: (760) 752-4703

VETERINARIAN OFFICE

5555 Overland Avenue, Suite 3103
San Diego, CA 92123
Phone: (858) 694-2838
Fax: (858) 571-4268

Wildlife Services

Phone: 800-486-0010
Phone: (858) 694-2518

Animal Disease Diagnostic lab

Phone: (858) 694-2838

C. Resource Conservation and Water Districts

- Greater San Diego Resource Conservation District and
Natural Resource Conservation Service
332 S. Juniper, Suite #110
Escondido, CA 92025
Phone: (760) 745-2061
Fax: (760) 745-3210

RCD Office - East County
1524-A Graves Avenue
El Cajon, CA 92021
Phone: (619) 562-0096
www.rcdsandiego.org
Email: inquires@rcdsandiego.org

- Mission Resource Conservation District
990 E. Mission Road
Fallbrook, CA 92028

PO Box 1777
Fallbrook, CA 92088-1777
Phone: (760) 728-1332
Fax: (760) 723-5316
www.missionrcd.org
Email: info@missionrcd.org

- San Diego County Water Authority
www.sdcwa.org

Kearny Mesa Facility:

4677 Overland Ave.
San Diego, CA 92123
Phone: (858) 522-6600
Fax: 858-522-6568

Escondido Facility:

610 West Fifth Avenue
Escondido, CA 92025
Phone: (760) 480-1991

D. San Diego County Agricultural Organizations

- **American Emu Association**

P.O. Box 224
Sixes, OR 97476
Phone: (541) 332-0675 (Pacific Time)
Fax: (928) 962-9430
<http://www.aea-emu.org>
Email: info@aea-emu.org

- **California Association of Nurseries and Garden Centers (CANGC)**

3947 Lennane Drive, Suite #150
Sacramento, CA 95834
Phone: (800) 748-6214, (916) 928-3900
Fax: (916) 567-0505
<Http://www.cangc.org>
Email: association@cangc.org

San Diego Chapter

4832 Home Avenue
San Diego, CA 92105
Phone: (619) 284-6354

- **California Avocado Society**

P.O. Box 1317
Carpinteria, CA 93014
Phone: (760) 728-8438
Email: administration@californiaavocadosociety.org
www.californiaavocadosociety.org/

- **California Avocado Commission**

38 Discovery, Ste.150
Irvine, CA 92618
Phone: (949) 341-1955

1-800-344-4333
Fax: (949) 341-1970
www.avocado.org

- **California Agricultural Production Consultants Association (CAPCA)**
San Diego County Chapter
11350 Lilac Vista Drive
Valley Center, CA 92082
Phone: (760) 522-8349
www.capca.com
- **California Association of Flower Grower & Shippers**
820 Bay Avenue, Suite 210
Capitola, California 95010
info@norcalflowers.org
Phone: (831) 479-4912
Fax : (831) 479-4914
<http://www.norcalflowers.org/index.html>
- **California Cactus Growers Association/Mexican Hat Cactus Nursery**
11152 Palm Terrace Lane
Riverside, CA 92505-2338
Phone: (951) 687-1809
Fax: (951) 687-9055
[Http://www.mexicanhatcactus.com](http://www.mexicanhatcactus.com)
Email: zkigood@juno.com
- **California Certified Organic Farmers (CCOF)**
Pacific Southwest (San Diego County)
40911 Via Ranchitos
Fallbrook, CA 92028
Phone: (760) 451-0912
Fax: (760) 723-3775
<http://www.ccof.org>
- **California Cherimoya Association**
P.O. Box 4818
Saticoy, CA 93007
Phone: (805) 647-2262
Fax: (805) 647-6493
www.cherimoyas.org
- **California Cut Flower Commission**
820 Bay Avenue, Suite 109
Capitola, CA 95010
Phone: (831) 462-8035
Fax: (831) 462-8040
[Http://www.ccfc.org](http://www.ccfc.org)
Email: ccfc@ccfc.org

- **California Emu Association (CALFA)**

State Contact Information:

27398 RD #108
Visalia, CA 93277
Phone: (559) 734-3984
Fax: (559) 627-3298

Local Contact Information:

32328 Mountain View Road
Bonsall, CA 92003
Phone: (760) 728-7333 phone and FAX
Email: ejhuston@aol.com

- **California Fuyu Growers Association**

PO Box 1301
Valley Center, CA 92082
Phone: (760) 749-3359
Web: www.sdfarmbureau.org/fuyu
Email: jlbathgate@worldnet.att.net

- **California Landscape Contractors Association**

San Diego Chapter Address:

PO Box 12186
La Jolla, CA 92039-2186
Phone: (888) 900-2522
Fax: (858) 558-8089

State Office:

1491 River Park Dr. Ste.#100
Sacramento, CA 95815
Phone: (916) 830-2780
Fax: (916) 830-2788
Email: hq@clca.org

- **California Macadamia Society**

PO Box 1298
Fallbrook, CA 92088
Phone: (760) 728-8081
Email: CalMacSociety@aol.com
<http://users.aol.com/CalMacSociety/>

- **California Ornamental Research Federation (CORF)**

P.O. Box 318
Freedom, CA 95019-0318
Phone: (831) 724-1130
Fax: (831) 728-7337

<http://www.corf.org>

- **California Protea Association**

PO Box 2553
Valley Center, CA 92082-2553
Phone: (760) 742-1830
E-mail: info@californiaprotea.org
<Http://www.californiaProtea.com>

- **California Rare Fruit Growers, Inc.**

North San Diego County Chapter
Ben Pierce
713 Ruskin Place
San Marcos, CA 92067-1197
Email: north_san_diego@crfg.org

San Diego Chapter
David Silverstein
4722 Coronado Ave.
San Diego, CA 92107-3543
Phone: (619) 523-8565
Email: san_diego@crfg.org

- **California State Beekeeper's Association (CSBA)**

7220 E. Grayson Road
Hughson, CA 95326
Phone: (209) 667-4590 or (530) 633-4789
Email: contact@californiastatebeekeepers.com
<http://www.californiastatebeekeepers.com/index.html>

- **California State Floral Association**

1521 "I" Street
Sacramento, CA 95814
Phone: (916) 448-5266
Fax: (916) 446-1063
<Http://www.calstatefloral.com>

- **California Weed Science Society**

P.O. Box 3073
Salinas, CA 93919-3073
Phone: (831) 442-0883
<http://www.cwss.org/>

- **California Women for Agriculture**

P.O. Box 7506
Visalia, CA 93290

Phone: (559) 733-3181
Email: CWApresident@cawomen4ag.com
Http://www.cawomen4ag.com

- **Floral Marketing Association**
PO Box 6036
Newark, DE 19714-6036
Phone: (302) 738-7100
Fax: (302) 738-4825
Email: pma@mail.pma.com
Web: <http://www.pma.com>
- **Milk Producer's Council**
5370 Schaefer Ave. Ste. #A
Chino, CA 91710
Phone: (909) 628-6018
Fax (909) 591-7328
Email: MPC@milkproducers.org
<http://dairyline.com/mpcupdate.htm>
- **Pesticide Applicators Professional Association (PAPA)**
PO Box 80095
Salinas, CA 93912
Phone: (831) 442-3536
Fax: 831-442-2351
- **Professional Tree Care Association of San Diego**
4203 Genesee Avenue, Suite 103-217
San Diego, CA 92117-4950
Phone: (619)-262-1083 or (619) 443-6202
Fax : (619)443-6245
<http://www.ptcasandiego.org/>
ptca@cox.net
- **San Diego County Cattlemen's Association**
PO Box 330
Santa Ysabel, CA 92070
Phone: (760) 765-3381
- **San Diego County Farm Bureau**
1670 East Valley Parkway
Escondido, CA 92027
Phone: (760) 745-3023
Fax: (760) 489-6348
sdcfb@sdfarmbureau.org
www.sdfarmbureau.org

- **San Diego Floral Association, Inc.**
 Casa del Prado, Balboa Park
 1650 El Prado #105
 San Diego, CA 92101-1622
 Phone: (619) 232-5762
 Email: info@sdfloal.org
<http://www.sdfloal.org>

- **San Diego County Flower & Plant Association**
 5600 Avenida Encinas, #108
 Carlsbad, CA 92008
 Phone: (760) 431-2572
 Fax: (760) 431-8834
 URL: www.flowerandplant.org
 Email: info@flowerandplant.org

- **San Diego Golf Course Superintendents Association**
 PO Box 1266
 San Marcos, CA 92079-1266
 Phone: (760) 727-6616
 Fax: 760.734.4557
 E-mail: sdgcsa@cox.net
www.californiagcsa.org

- **San Diego Horticulture Society**
 P.O. Box 231869
 Encinitas, CA 92023-1869
 Phone: (760) 295-7089
info@sdhortsoc.org
www.sdhortsoc.org

- **Bear Valley Farms**
 17550 Bear Valley Lane
 Bear Valley, CA 92027
 Phone: (760) 749-3562
bearvalleyfarm@direcway.com

- **San Diego County Vintners Association**
 Contact: New Board to be elected in the Spring of each year
 Highway 79, #34680
 Warner's Spring, CA 92086
 Phone: (760) 592-0015
 Fax: 760-782-2787
info@sandiegowineries.org
www.sandiegowineries.org

- **Society of American Florists**
 1601 Duke Street
 Alexandria, VA 22314
 Phone: (800) 336-4743
 Phone: (703) 836-8700
 Fax: (703) 836-8705
info@safnow.org
www.safnow.org

- **Wholesale Florists & Florist Suppliers of America**
 147 Old Solomons Island Road, Suite #302
 Annapolis, MD 21401
 888-289-3372 or 410-573-0400
 Fax: 410-573-5001
info@wffsa.org
www.wffsa.org

- **California Agricultural Statistics Service**
 P.O. Box 1258
 Sacramento, Ca 95812
 Phone: (916) 498-5161
 Fax: (916) 498-5186
Nass-ca@nass.usda.gov

Additional Resources & Reference Information

Newsletters and Periodicals

- **Ag Alert**
2300 River Plaza Drive
Sacramento, CA 95833
Phone: (916) 561-5570
- **American Nurseryman Publishing Company**
223 W. Jackson Blvd. Suite 500
Chicago, IL 60606
Phone: (800) 621-5727
- **American Society of Horticultural Sciences (ASHS)**
113 South West Street, Suite 200
Alexandria, VA 22314
Phone: (703) 836-4606
Fax: (703) 836-2024
- **California Agriculture**
University of California Division of Agriculture and Natural Resources
1111 Franklin Street, 6th Floor
Oakland, CA 94607-5200
Phone: (510) 987-0044
Fax: (510) 465-2659
<http://catag.ucop.edu>
- **Farm Journal**
1818 Market Street, 3/Floor
Philadelphia, PA 19103
Phone: (800) 331-9310
- **GrowerTalks Magazine**
335 N. River St./P.O. Box 9
Batavia, IL 60510
Phone: (630) 208-9080
Fax: (630) 208-9350
- **America Farm Bureau Federation**
600 Maryland Avenue, Suite 1000W
Washington, D. C. 20024
Phone: (202) 406-3600
Fax: (202) 406-3602

- **National Fisherman**
 PO Box 7438
 Portland, ME 04112-7438
 Phone: (800) 959-5073
 OR
121 Free Street
 Portland, ME 04101
 Phone: (207) 842-5608
 Fax: (207) 842-5609

- **Natural Food Merchandiser**
 New Hope Natural Media
 1401 Pearl Street
 Boulder, CO 80302
 Phone: (303) 939-8440
 Fax: (303) 998-9020

- **Pacific Coast Nurseryman Magazine**
 105 N. Vermont Ave.
 Glendora, CA 91741
 Phone: (800) 577-5225
 Fax: (626) 914-3751

- **San Diego County Farm Bureau News**
 1670 E. Valley Parkway
 Escondido, CA 92027-2498
 Phone: (760) 745-3023
 Fax: (760) 489-6348

- **The Packer**
 10901 W. 84th Terrace
 Lenexa, KS 66214
 Phone: (800) 255-5113, ext. 784 or (913) 438-0784
 Fax: (913) 438-0691

- **Western Water Education Foundation**
 717 K Street, Suite 317
 Sacramento, CA 95814
 Phone: (916) 444-6240
 Fax: (916) 448-7699

Books

- Ableman, Michael, Cynthia Wisheart and Alice Waters. “On Good Land: The Autobiography of an Urban Farm.” Chronicle Books. 1998

- Armitage, Allan M. “Specialty Cut Flowers.” Ironwood Press, 2nd ed. 2003

- Ball, Vic. “Ball RedBook, 16th Edition.” Ball Publishing. 1997

- Bangs, David H., Jr. “The Business Planning Guide.” 9th Edition. Kaplan Business 2002

- Birutta, Gale. “A Guide to Raising Llamas: Care, Showing, Breeding, Packing, Profiting.” Storey Books. 1997
- California Fertilizer Association. “Western Fertilizer Handbook.” Prentice hall 9th Ed. 2002
- Campidonica, Mark. “How to Find Agricultural Information on the Internet.” _ ANR
- Community Alliance with Family Farmers. “National Organic Directory.” Community Alliance with Family Farmers. 1997
- Croston, David and Geoff Pollott. “Planned Sheep Production.” Iowa State Press; 2nd Ed 1995
- Davidson, Harold, Roy Mecklenburg and Curtis Peterson. “Nursery Management: Administration and Culture, 4th Edition.” Regents/Prentice Hall. 1999
- Ess, Richie S., Richard B. Ess, and Rick J.R. Ess. “Nutrient Requirements of Beef Cattle.” National Academy Press. 1996
- Fogel, Walter. “California Farm Labor Relations and Law.” Regents of UCLA. 1985
- Garner, Robert J. “The Grafter’s Handbook.” Cassell PLC, Wellington House. 1995
- Gibson, Eric. “Sell what you Sow!” New World Publishing. 1994
- Koch, Frank D. “Avocado Grower’s Handbook.” Bonsall Publications. 1983
- Larson, Roy A. “Introduction to Floriculture.” Academic Press. 1992
- Levinson, Jay Conrad. “Guerrilla Marketing Excellence: The 50 Golden Rules for Small Busniess Success.” Houghton Mifflin. 1993
- Lorenz, Oscar A. and Donald N. Maynard. “Knott’s Handbook for Vegetable Growers.” Wiley-Interscience. 1988
- MacKenzie, David and Ruth Goodwin. “Goat Husbandry.” Faber & Faber. 1996
- Madison, Mike. “Growing Flowers for Market.” Yolo Press. 1998
- Scheuring, Ann Foley. “A Guidebook to California Agriculture.” University of California Press. 1983
- Small Farm Center. “The Small Farm Handbook.” UC/DANR Communication Services. 1994
- Small Farm Center. “Specialty and Minor Crops Handbook, 2nd Edition.” UC/DANR Communication Services. 1998
- Smith, Barbara, Mark Aseltine and Gerald Kennedy. “Beginning Shepherd’s Manual.” Blackwell Publishing Professional 2nd Ed. 1999

- UCCE Placer County and UC Small Farm Center. “Community Supported Agriculture... Making the Connection.” University of California. 1995
- Walheim, Lance. “Citrus: A Complete Guide.” Ironwood Press. 1996
- Wemischner, R. & K. Karp “Gourmet to Go: A Guide to Opening and Operating a Specialty Food Store.” John Wiley & Sons, Inc. 1997

Appendix

A. Certified Farmers' Markets (CFMs) & Harvest Calendar

The following is a list of Certified Farmers' Markets in San Diego County organized by day of operation. These Farmers' Markets are certified by the State Department of Agriculture, ensuring that the produce is being sold by the grower, is grown in California and meets all California quality standards. Visiting any of these markets will let you experience local agriculture. A harvest calendar showing the availability of fruit and produce at local CFMs is also provided. (Revised 1/06)

TUESDAY

- Coronado - 2:30 p.m. to 6:00 p.m.
Corner of First Street and B Avenue (Old Ferry Landing)
Manager: Mary Hillebrecht (760) 741-3763
- Escondido - 4 p.m. to 7 p.m.
100 E. Block of Grand Avenue between Broadway & Kalmia Street
Contact: Sue (760) 745-8877
Website: www.downtownescondido.com/events/farmers_market
- UCSD/La Jolla - 10 a.m. to 2 p.m.
UCSD Price Center near the bookstore at Lyman Lane and Library Walk
Manager: Bonnie Harmon or Christine Woolery (858) 534-4248
e-mail: bharmon@ucsd.edu

WEDNESDAY

- Carlsbad - 1:00 p.m. to 5:00 p.m.
Parking lot on Roosevelt Street between Carlsbad Village Dr. & Grand Ave.
Manager: Christy Johnson (760) 434-2553 Cell (760) 687-6453
or via e-mail at info@shopcarlsbadvillage.org
Website: www.shopcarlsbadvillage.org/events/farmersmarket.html
- Ocean Beach - 4:00 p.m. to 7:00 p.m.
4900 Block of Newport Avenue between Cable and Bacon Streets
Manager: David Klamann (619) 279-0032

THURSDAY

- Downtown Chula Vista - 3:00 p.m. to 7:00 p.m.
Third Avenue at Center Street
Manager: John Ward (619) 422-1982

- Oceanside/Downtown - 9 a.m. to 1 p.m.
Pier View Way between Coast Highway and Ditmar Street
Manager: Suzanne Bendixen - (619) 440-5027
- Horton Square/San Diego (Mar. thru Oct. only)
225 Broadway and Broadway Circle
Manager: Mary Hillebrecht – (760) 741-3763

FRIDAY

- Borrego Springs – 7 a.m. to 12 noon (Nov. thru June only)
Christmas Circle Community Park at Christmas Circle and Palm Canyon Dr
Manager: Erica Savage (760) 767-5555
- La Mesa - 3 p.m. to 6 p.m.
8300 Block of Allison Ave. (East of Spring St.)
Manager: Suzanne Bendixen - (619) 440-5027
- Pacific Beach – 3 p.m. to 7 p.m. (Aug. thru July only)
Intersection of Cass Street and Chalcedony Street in North Pacific Beach
Manager: Ron La Chance (858) 272-7054

SATURDAY

- Carlsbad Village - 9 a.m. to 1 p.m.
Parking lot at 2930 Roosevelt St. between Grand Ave. and Carlsbad Village Dr.
Manager: Christy Johnson (760) 434-2553
E-mail at info@shopcarlsbadvillage.org
Website: www.shopcarlsbadvillage.org/events/farmersmarket.html
- Del Mar - 1 p.m. to 4 p.m.
City hall parking lot at Camino Del Mar between 10th St and 11th St
Manager: Alan Usery - (760) 727-1471
- Pacific Beach - 8 a.m. to 12 noon
4150 Mission Blvd. between Reed & Pacific Beach Blvd. (Promenade Mall)
Manager: Mary Hillebrecht - (760) 741-3763
- San Diego/Clairemont – 3 p.m. to 6:30 p.m.
6991 Balboa Ave; located on Balboa Ave. and Hathaway Street
Manager: David Robert (619) 602-3644
- San Diego/South Park – 8:30 a.m. to 12:30 p.m.
Playground of the Albert Einstein Academy, Corner of 30th and A Streets
- Vista
600 block of Eucalyptus Avenue & corner of Escondido Avenue (City Hall Parking Lot)
Manager: Margo Baughman - (760) 726-8545
Email at baughman@tfb.com

- Poway - 8 a.m. to 11:30 a.m.
 Corner of Midland & Temple (Old Poway Park)
 Manager: Suzanne Bendixen - (619) 440-5027
- Scripps Ranch – 9 a.m. to 1 p.m.
 10380 Spring Canyon Road (Scripps Poway Parkway & Spring Canyon Road)
 Manager: Bev & Mike Cassity– (858) 586-7933
 Website: www.scrippsranchfarmersmarket.com
- San Diego/University City – 2:30 p.m. to 6:30 p.m.
 Spreckels Elementary School
 6033 Stadium Street, San Diego 92122
 Manager: Mike Echavarry (619) 729-4333
 E-mail at mike_echavarry@sbcglobal.net
 Website: www.openairemarkets.com

SUNDAY

- Encinitas – 10 a.m. to 2 p.m.
 Paul Ecke Elementary at 185 Union Street
 Manager: Ron La Chance (858) 272-7054
- Hillcrest - 9 a.m. to 1 p.m.
 East side of DMV – 3960 Normal Street
 Manager: David Larson (619) 237-1632
 E-mail: drlinbaja@hotmail.com
- La Jolla - 9 a.m. to 1 p.m.
 SW corner of La Jolla Elementary School playground
 along the 7300 block of Girard Ave.
 Manager: Darcy Young (858) 405-6086
 e-mail: mktmgr@adnc.com
 Website: www.openairemarkets.com
- Downtown San Diego – 9 a.m. to 1 p.m.
 400 Block of 3rd Ave. between Island Ave. & J Street
 Manager: David Klamann – (619) 279-0032
- Solana Beach – 2 p.m. to 5 p.m.
 410 to 444 South Cedros Ave at Rosa St
 Manager: Barry Koral (760) 631-0200 or (760) 455-1261
- San Marcos – 9 a.m. to 1 p.m.
 1020 West San Marcos Blvd. corner of Via Vera Cruz & San Marcos Blvd.

Harvest Calendar & Produce Availability

All Year:	Plants, flowers, mushrooms, eggs, fruit, nuts, lettuce, greens, honey...
January:	Avocados, macadamia nuts, strawberries, broccoli, kumquats, lemons, cabbage, cauliflower, celery, rhubarb, carrots, beets, tangerines, snow peas, sugar snaps, lettuce.
February:	Navel oranges, lemons, avocados, kumquats, strawberries, cauliflower, asparagus, artichokes, rhubarb, tangerines, tangelos, carrots, celery, cabbage, peas, beets.
March:	Navel oranges, lemons, strawberries, squash, rhubarb, asparagus, carrots, peas, artichokes, tangelos, grapefruit, avocados.
April:	Navel and Valencia oranges, grapefruit, lemons, avocados, strawberries, squash, snap peas, beans, carrots, beets, turnips, radishes.
May:	Valencia oranges, grapefruit, lemons, strawberries, avocados, sweet corn, peas, beans, squash, potatoes, tomatoes, carrots, sweet onions, cucumbers.
June:	Valencia oranges, grapefruit, lemons, peaches, plums, apricots, avocados, eggplant, corn, peppers, potatoes, tomatoes, cucumbers, raspberries, boysenberries, blackberries, sweet onions.
July:	Sweet corn, melons, Valencia oranges, grapefruit, avocados, tomatoes, grapes, sweet potatoes, beans, raspberries, potatoes, apples, onions, peppers, figs, Asian pears, pears, pumpkins, persimmons, macadamia nuts.
August:	Sweet corn, melons, Valencia oranges, grapefruit, peaches, plums, apricots, avocados, tomatoes, cucumbers, beans, carrots, squash, raspberries, potatoes, boysenberries, blackberries, apples, figs.
September:	Sweet corn, melons, Valencia oranges, grapefruit, peaches, plums, avocados, tomatoes, grapes, squash, cucumbers, beans, carrots, raspberries, potatoes, apples, onions, peppers, figs.
October:	Sweet corn, melons, Valencia oranges, grapefruit, peaches, avocados, tomatoes, grapes, sweet potatoes, cucumbers, beans, carrots, potatoes, apples, onions, peppers, figs, Asian pears, pears.
November:	Melons, Valencia oranges, grapefruit, tomatoes, sweet potatoes, cucumbers, beans, carrots, raspberries, potatoes, apples, onions, peppers, Asian pears, pears, pumpkins, persimmons, macadamia nuts, kiwis, lettuce.
December:	Tangerines, grapefruit, macadamia nuts, avocados, cabbages, cauliflower, broccoli, apples, kiwis, carrots, beets, lemons, oranges.

B. Grove Management Services in San Diego County

The following lists are provided for information purposes only. No omissions are intended and inclusion on this list does not represent endorsement of any kind on the part of the authors or the University of California Cooperative Extension or the San Diego County Farm and Home Advisor's Office. This is a working document; if there are any errors or you feel there is a need for changes, updates, additions or deletions, please contact our office.

- **A & A Grove Service**
427 Womack Ln,
Fallbrook, CA 92028-3424
Phone: (760) 728-8752
Services: Manage and service groves.
- **A & G Grove Service**
PO Box 1752
Fallbrook, CA 92088
Phone: (760) 728-5447
Fax: (760) 728-1012
Email: aggrove@hughesnet.com
Services: Manage and service groves.
- **Ag Land Services**
P.O. Box 1
Somis, CA 93066
Phone: (805) 484-1091
Fax: (805) 388-7178
- **Agri-Scape Orchard Mgmt.**
PO Box 1330
Fallbrook, CA 92088
Phone: (760) 728-3116
Services: Manage and service groves
- **Antonio Andrade Grove Service**
39018 Jubilee Way
Fallbrook, CA 92028
Phone: (760) 723-0850
Services: Manage and service groves.
- **B & G Nursery Ag Services**
P.O Box 13
Pala, CA 92059
Phone: (760) 749-7929
- **The Bejoca Co.**
2640 Havencrest Dr
Fallbrook, CA 92028
Phone: (760) 728-5176
Fax: (760) 728-2136
Services: Manage and service groves.
- **C F Farming, Inc.**
36437 B Carney Rd
Valley Center, CA 92082
Phone: (760) 742-3553
Email: serratofarms@aol.com
- **C & M Nursery**
P.O. Box 383
277 W. Tefft
Nipomo, CA 93444
Phone: (805) 929-1941
Fax: (805) 929-5588
- **Calavo Growers of California**
28410 Vincent Moraga Drive
Temecula, CA 92590
Phone: (909) 676-7331;
(800) 654-8758
Fax: (909) 676-7368
www.calavo.com
- **Cummins Grove Care**
925 S Main St
Fallbrook, CA 92028
Phone: (760) 723-4277
Services: Firewood, landscaping & grove care.

- **Del Rey Avocado Company, Inc.**
1260 S. Main Street
Fallbrook CA 92028
Phone: (760) 728-8325
Fax: (760) 941-9329
- **Duey Grove Service**
42422 Via Del Gavilan
Fallbrook, CA 92028
Phone: (760) 731-9103
Services: Manage and service groves.
- **ECO Farms**
28790 Las Haciendas Street
Temecula, CA 92590
Phone: (951) 676-4047;
(800) 350-4326
Fax: (951) 587-6487
- **East Brothers Grove Service**
112 E. Aviation Road
Fallbrook, CA 92028
Phone: (760) 731-2013
Fax: (760) 728-1920
Email: ebgroveserv@sbcglobal.net
Services: Manage and service groves.
- **Eden Produce Co.**
P.O. Box 10808
Bakersfield, CA 93389
Phone: (661) 598-6911
Fax: (661) 589-7135
- **Fallbrook Ag-Laboratory Inc.**
455 E. Alvarado Street
Fallbrook, CA 92028
Phone: (760) 728-4828
Fax: (760) 728-6301
*Services: Soil, water, plant testing,,
manage and service groves.*
- **Fallbrook Ag-Pro**
P.O. Box 2168
1167 E. Mission Road
Fallbrook, CA 92028
Phone: (760) 723-1541
Services: Manage and service groves.
- **Fallbrook – Temecula Land Management**
28860 French St
Temecula, CA 92590
Phone: (760) 723-1829
Fax: (760) 699-2704
- **Friel Orchard Management**
4076 Laguna Rd
Oxnard, CA 93033
Phone: (805) 408-8507
Fax: (805) 488-8507
- **Grove Care Inc.**
P.O. Box 1268
Ojai, CA 93024
Phone: (805) 646-4504
Fax: (805) 646-4536
- **Guzman Landscape & Grove Service**
1920 Willow Glen Rd
Fallbrook, CA 92028-8396
Phone: (760) 728-7054
Fax: (760) 731-7046
Services: Landscape and service groves.
- **Henry Avocados Co.**
2355 E. Lincoln Avenue
Escondido, CA 92027
P.O. Box 300867
Escondido, CA 92030-0867
Phone: (760) 745-6632
Fax: (760) 745-5043
- **Hoffman, Vance, & Worthington**
1000 S Seaward Ave
Ventura, CA 93001
Phone: (805) 642-0211
Fax: (805) 642-1220
- **L-F Grove Management**
28671 Calle Cortez, Ste. F
Temecula, CA 92590
Phone: (951) 676-6632
Fax: (951) 676-7078

- **Lilac Farm Management Inc.**
8123 W. Lilac Road
Bonsall, CA 92003-4333
Phone: (760) 497-4812
Fax: (760) 723-1768
Services: Manage and service groves.
- **Martin Landscaping Grove Service**
PO Box 1183
Fallbrook, CA 92028
Phone: (760) 728-6997
Ignacio-martin@sbcglobal.net
Services: Irrigations
- **McDonald AgriScience**
2536 Valerie Drive
Fallbrook, CA 92028
Phone: (760) 728-0778
Fax: (760) 728-7543
Email: AgriScience@tfb.com
Services: Manage and service groves.
- **McMillan Farm Mgmt.**
29379 Rancho Calif. Rd, #201
Temecula, CA 92591-5210
Phone: (951) 676-2045
Fax: (951) 676-8633.
- **Olson Avocado Management, Inc.**
15243 Highland Valley Road
Escondido, CA 92025
Phone: (760) 741-1783
Fax: (760) 741-8425
mcharcoal@aol.com
- **Organic Grove Management**
31137 Aquaduct Road
Bonsall, CA 92003
Phone: (760) 749-4082
- **Pro-Ag Management Inc.**
P.O. Box 136
Somis, CA 93066
Phone: (805) 484-1779
Fax: (805) 523-8072

1055 N Demaree
Visalia, CA 93291-4101
- Phone: (559) 733-8111
Fax: (209) 733-3089
- **Professional Grove Service**
P.O. Box 82
Fallbrook, CA 92088
Phone: (760) 723-2980
Services: Manage and service groves.
- **Progressive Land Management**
673 Westfield Court
Ventura, CA 93004
Phone: (805) 525-6033
Fax: (805) 525-4518
- **Rainbow Valley Orchards**
5115 Fifth Street
Rainbow, CA 92028
Phone: (760) 728-2905
Fax: (760) 723-2144
www.rvorganic.com
- **S & J Ranch**
P.O. Box 3347
Pinedale, CA 93650
Phone: (559) 437-2626
Fax: (559) 437-2606
- **S L White Farms, Inc.**
P.O. Box 3357
Escondido, CA 92033-3337
Phone: (760) 751-0805
- **Sierra Pacific Farm Mgmt.**
P.O. Box 1537
Temecula, CA 92593
Phone: (800) 899-FARM
Fax: (951) 695-7593
- **Stage Ranch**
P.O. Box 1371
Temecula, CA 92593
Phone: (951) 693-0704
- **Stanford Ag Services**
5051 12th St
Hanford, CA 93230
Phone: (559) 583-7170

Fax: (559) 583-6314

- **Stehly Grove Management**
28714 Valley Center Road
P. O. Box 442
Valley Center, CA 92082
Phone: (760) 749-4552
Fax: (760) 749-4553
*Services: Pest control, manage & service
groves, and consulting*
- **Summit Ranching**
9644 S. Porter
Dinuba, CA 93618
Fax: (559) 591-8739
- **Sundance Natural Foods Co.**
2231 Willowbrook Drive
Oceanside, CA 92056
Phone: (760) 945-9898
Fax: (760) 945-9899
www.sundancenaturalfoodscompany.com
Services: Manage and service groves.
- **West Coast Grove Mgmt.**
P.O. Box 1712
Rancho Santa Fe, CA 92067
Phone: (760) 756-1290
Fax: (760) 756-4979

C. Brokers, Packers, Shippers, and Wholesalers of Fruits and Vegetables in San Diego County

CARLSBAD

Carlsbad Produce Inc

6150 Yarrow Drive, Suite D; Carlsbad, CA 92011-1536

Phone: (760) 438-4143

CHULA VISTA

Brothers Market Inc

1872 Nirvana Ave; Chula Vista, CA 91911

Phone: (619) 421-0409

Produce Exchange, The

698 "B" Anita Street; Chula Vista, CA 91911

Phone: (619) 423-0597

www.tpeonline.com

Williams Ag Commodities Brokerage Inc

690 Anita Street; Chula Vista, CA 91911

Phone: (619) 429-5576

Fax: (619) 234-4233

ESCONDIDO

Cal Flavor Inc.

440 N. Andreasen Drive; Escondido, CA 92029

Phone: (760) 741-2656; (213) 488-8000

Fax: (760) 741-1025

Giumarra Escondido-Avocado

15651 Old Pasqual Road; Escondido, CA 92027

Phone: (760) 480-8502

Fax: (760) 728-9501

Henry Avocado Packing Corp

2355 E. Lincoln Ave.; Escondido, CA 92027

Phone: (800) 734-3340; (760) 745-6632; (213) 627-7804

Fax: (760) 745-5043

FALLBROOK

Del Rey Avocado Co Inc

1260 S. Main Street; Fallbrook, CA 92028-3327

Phone: (760) 728-8325; (760) 941-9329

Fax: (760) 728-9501

McDaniel Fruit Co Inc

965 E Mission Road; Fallbrook, CA 92028
Phone: (760) 728-8430; (760) 728-8438
Fax: (760) 728-5627
Email: larry@mcdanielavocado.com

North County Fruit Sales Inc

P O Box 668; Fallbrook, CA 92088-0668
Phone: (760) 728-5949
Fax: (941) 506-6028

Rainbow Valley Orchards

5115 5th Street; Rainbow, CA 92028
Phone: (760) 728-2905
Fax: (760) 723-2144
www.rvorganic.com

JAMUL

Rancho Del Sol

14441 Hillside Drive
P.O. Box 441; Jamul, CA 91935-0441
Phone: (619) 669-1145
Fax: (619) 669-1154

LA JOLLA

Barreda Marketing Inc

1529 Calle Vaquero; La Jolla, CA 92037-7131
Phone: (858) 270-0783

NATIONAL CITY

American Mushroom Co Inc dba American Produce

1022 Bay Marina Drive; National City, CA 91950-6326
Phone: (619) 477-6551
Fax: (619) 477-6087

California Produce

Mail 1736 E Plaza Blvd.; National City, CA 92050
Phone: (619) 474-4165
Fax: (619) 474-0322

Mexican-American Fruit Company

2702 Southport Way, Ste A; National City, CA 91950
Phone: (619) 474 5493
Fax: (619) 474-2564

OCEANSIDE

Calberi Inc

504 Jones Road; Oceanside, CA 92054-1218
Phone: (760) 433-8960

Cal Net

303 Via Del Monte; Oceanside, CA 92054-1225

Phone: (760) 722-4644

Fax: (760) 722-0339

Harvest Time Produce

303 Via Del Monte; Oceanside, CA 92054

Phone: (760) 722-6969

Fax: (760) 722-0339

Email: harvesttime@harvesttimeproduce.com

Services: Sell citrus, avocados, fruits, and vegetables.

Oceanside Produce Inc

5780 Mission Ave; Oceanside, CA 92057

Phone: (760) 758-2942

Fax: (760) 758-3813

www.vineripe.com

Produce Brokers of Oceanside dba PBO

2101 S El Camino Real #102; Oceanside, CA 92054-6228

Phone: (760) 722-5771

Fax: (760) 722-2207

Sundance Natural Foods Co Inc

2231 Willowbrook Dr.; Oceanside, CA 92056

Phone: (760) 945-9898

Fax: (760) 945-9899

www.sundancenaturalfoodscompany.com

OTAY MESA**Meyer Tomatoes LLC**

P.O. Box 606; King City, CA 93930

Phone: (831) 385-4047

Fax: (831) 385-3883

www.meyertomatoes.com

SAN DIEGO**Andrews Produce Company Inc**

1864 National Ave; San Diego, CA 92113

Phone: (619) 233-7112

Fax: (619) 233-1442

Andrew & Williamson Sales Co

9940 Marconi Drive; San Diego, CA 92154

Phone: (619) 661-6000

Phone: (619) 661-8114 (shipping)

Fax: (619) 661-0220

sales@andrew-williamson.com

Baja Produce

1886 Newton Ave; San Diego, CA 92113

Phone: (619) 233-0772

Fax: (619) 233-1228

Bernardi & Associates Inc

5125 Convoy Street, Ste 310; San Diego, CA 92111

Phone: (858) 279-5075

Fax: (858) 279-5097

Contact: Frank Armenta, Al Espinoza, Manny Gerardo, Ruben Martinez or Joe De la Ossa

IRA Boris Co.

7985 Dunbrook Road, Suite H & I;

P.O. Box 262238; San Diego, CA 92196

Phone: (858) 689-0614

Fax: (858) 689-0617

Coast Citrus Distributors Inc

7597 Bristow Ct; San Diego, CA 92154

Phone: (619) 661-7950

Fax: (619) 661-7965

Email: jalvarez@coastcitrus.com

Diamond Jack Enterprises

1737 Logan Ave; San Diego, CA 92113

Phone: (619) 233-3142

Expo Fresh LLC

8775 Airway Road; San Diego, CA 92154

Phone: (619) 661-5582

Fax: (619) 661-1250

FV Products

2133 Logan Ave; San Diego, CA 92113-0624

Phone: (619) 231-6761

Fax: (619) 231-8415

J L Produce

8310 Torrell Way; San Diego, CA 92196-0578

Phone: (858) 689-1892

Fax: (858) 689-0193

saragon@san.rr.com

John's Produce Inc

1876 National Ave; San Diego, CA 92113

Phone: (619) 232-3189

Fax: (619) 232-1641

MK Service

9000 Artesian Road; San Diego, CA 92127

Phone: (858) 756-4059

Fax: 858-756-3864

C. Mellos and Son Inc.

2001 Main St; San Diego, CA 92113

Phone: (619) 234-8341

Pinos Produce Inc

1710 Dornoch Court; San Diego, CA 92154

Phone: (619) 661-8117; (619) 661-8253

Fax: (619) 661-8265

Premier Produce Co

698 Anita Street, Chula Vista, CA 91911

Phone: (619) 423-5252

Sea Breeze Foods Inc

8597 Spectrum Lane; San Diego, CA 92121-2538

Phone: (858) 550-9010

Stires Recording Thermometer Co

P.O. Box 85066; San Diego, CA 92186-5066

Phone: (619) 743-2524

Fax: (619) 743-1780

customersvc@stires.com

Sutherland Produce Sales

11651 Shadow Glen Road; El Cajon, CA 92020

Phone: (619) 588-9911

Fax: (619) 588-9595

T R Produce Inc

808 J Street; San Diego, CA 92101

Phone: (619) 239-2225

Tomatoes Extraordinaire Inc dba Specialty Produce

5245 Lovelock Street;

P.O. Box 82951; San Diego, CA 92110

Phone: (619) 295-3172

Fax: (619) 295-4332

TEMECULA**Calavo Growers Inc**

28410 Vincent Moraga Dr.; Temecula, CA 92590-3654

Phone: (951) 676-7331; (800) 654-8758

Fax: (951) 676-7368

www.calavo.com

ECO Farms

28790 Las Haciendas Street; Temecula, CA 92590-2614
Phone: (951) 676-4047; (800) 350-4326
Fax: (951) 676-1676

Index Fresh of California

Southern Field Station

28061 Diaz Road; Temecula, CA 92590
Phone: (800) 728-2180; (951) 676-8696
Fax: (951) 693-4097

Landberg Marketing Inc

39282 Camino Del Vino; Temecula, CA 92592-8420
Phone: (951) 699-6131
Fax: (951) 699-6139

Mission Produce, Inc

28071 Diaz Road, Box C; Temecula, CA 92590
Phone: (800) 332-9814; (951) 695-4636
Fax: (951) 695-4637

West Pak Avocado Inc

42322 Avenida Alvarado Street; Temecula, CA 92590-3445
Phone: (951) 296-5757; (800) 266-4414
Fax: (951) 296-5745
www.westpakavocado.com

VALLEY CENTER

Valley Center Packing Co., Inc.

28425 Cole Grade Road; Valley Center, CA 92082
Phone: (760) 749-5464
Fax: (760) 749-2898
www.paradiseranchcitrus.com

VISTA

Beattie & Travis Avocado Co.

1757 Warmlands Avenue; Vista, CA 92084
Phone: (760) 724-3444
Fax: (760) 724-7865

JosephWebb Foods

1201 Park Center Drive;
P.O. Box 1749; Vista, CA 92081
Phone: (760) 599-6200
Fax: (760) 599-6245

Q R F Marketing Co Ltd

1280 N Melrose Dr.;

P.O. Box 1449; Vista, CA 92083-3469

Phone: (760) 631-4240

Fax: (760) 631-4244

YORBA LINDA

H&H Avocado Packing Company

18040 Lemon, Yorba Linda, CA 92886

Phone: (800) 422-4113

Fax: (714) 528-7662

D. Wholesalers & Shippers of Floral and Ornamental Floriculture Products in San Diego County

- **Allan Stanley Green Houses, Inc.**

Shipping

2521 Oceanside Blvd.
Oceanside, CA 92054

Mailing

875 Balour Drive
Encinitas, CA 92024

Phone: (760) 439-4288

Fax: (760) 436-4289

Services: Wholesaler and Shipper

- **Bill Suyeyasu**

40800 Encyclopedia Circle

PO Box 14618

Freemont, CA 94538

Phone: (510) 623-1048 or (800) 538-8465

Fax: (510) 623-1274

Email: sales@bswf.com

Services: Wholesaler

- **Blue Pacific Wholesale Florist, Inc.**

2223 Willowbrook Drive, Suite A

Oceanside, CA 92056

Phone: (760) 945-8805

Fax: (760) 945-9226

Services: Wholesaler

- **C & J Cactus Nursery, Inc.**

2369 E. Vista Way

Vista, CA 92084

Phone: (760) 724-6848

Fax: (760) 724-6671

Services: Wholesaler and Shipper

- **Cal-America's Wholesale Florist**

2834 La Mirada Drive, Suite B

Vista, CA 92083

Phone: (800) 878-9909 or (760) 597-1940

Fax: (760) 597-1959

Services: Wholesaler and Shipper

- **California Protea Management**
 29000 Lilac Road
 Valley Center, CA 92082
 Phone: 1-800-423-6445 or (760) 535-8499
 Fax: (760) 749-9747
 Email: info@californiaproteamgmt.com
www.californiaproteamgmt.com
 Services: Wholesaler and Shipper
- **Coast Floral, Inc.**
 5600 Avenida Encinas, #2
 Carlsbad, CA 92008
 Phone: (760) 438-8661
 Fax: (760) 438-8189
 Services: Wholesaler and Shipper
- **D & M Wholesale**
 3208 La Mirada Drive
 San Marcos, CA 92078
 Phone: (760) 410-7304
 Services: Wholesaler and Shipper
- **Dramm & Echter, Inc.**
 1150 Quail Gardens Drive
 PO Box 230816
 Encinitas, CA 92024
 Phone: (760) 436-0188
 Fax: (760) 436-2974
 Services: Wholesaler and Shipper
- **Fisher Farms, Inc.**
 PO Box 2016
 Buellton, CA 93427
 Phone: (805) 735-1598
 Fax: (805) 736-0912
 Services: Wholesaler
- **Floral Express**
 5825 Avenida Encinas, Suite #107
 Carlsbad, CA 92008
 Phone: (760) 931-6600 or 800-888-3988
 Fax: (760) 931-5959
 Email: ryack@floral-express.com
www.floral-express.com
 Services: Wholesaler and Shipper

- **Flowers by Hi/Lo**
6211 Yarrow Drive, Suite #F
Carlsbad, CA 92008
Phone: (760) 438-4937
Fax: (760) 438-1862
Services: Wholesaler and Shipper

- **Flowers by Lora & Co.**
5600 Avenida Encinas, #14
Carlsbad, CA 92008
Phone: (760) 431-9303
Fax: (760) 431-7763
Services: Wholesaler and Shipper

- **Francis Biddle International**
2506 Pioneer Avenue
Vista, CA 92083
Phone: (760) 597-1599
Fax: (760) 436-4101
Services: Wholesaler and Shipper

- **Gish Foliage**
1245 Lake Drive
Encinitas, CA 92024
Phone: (760) 753-0350
Services: Wholesaler and Shipper

- **Green Valley Nurseries, Inc.**
9928 Protea Gardens Drive
Escondido, CA 92026
Phone: (760) 737-2170
Fax: (760) 737-2172
Services: Wholesaler and Shipper

- **Mayesh Wholesale Florist, Inc.**
5540 West 104th Street
Los Angeles, CA 90045
Phone: (310) 348-4921
Fax: (310) 348-4933
Services: Wholesaler and Shipper

- **Mellano & Company**
734 Wilshire Road
PO Box 100
San Luis Rey, CA 92068

Phone: (800) MELLANO or (800) 635-5266 or (760) 433-9550
Fax: (760) 433-6721

Services: Wholesaler and Shipper

- **North County Wholesale Floral**

101 W. Second Avenue
Escondido, CA 92025
Phone: (760) 634-1161

Services: Wholesaler

- **Obra Verde Growers**

10916 Mystery Mountain Road
Valley Center, CA 92082
Phone: (760) 749-2050
Fax: (760) 749-7471

Services: Wholesaler/grower/shipper

- **Rich & Benny's Wholesale Flowers**

5600 Avenida Encinas, #47
Carlsbad, CA 92008
Phone: (760) 431-8338
Fax: (760) 431-5510

Services: Wholesaler and Shipper

6937 Federal Blvd.
Lemon Grove, CA 91945
Phone: (619) 464-2575

- **San Marcos Wholesale Flowers, Inc.**

449 Buena Creek Road
San Marcos, CA 92069
Phone: (760) 591-9692
Fax: (760) 591-4376

Services: Wholesaler

- **Sea Coast Greenhouses**

680 Normandy Road
PO Box 232536
Leucadia, CA 92024
Phone: (800) 948-0808 or (760) 753-4435
Fax: (760) 753-3296

Services: Wholesaler and Shipper

- **Tayama Wholesale Florist**

5600 Avenida Encinas, #6 & #7
Carlsbad, CA 92008
Phone: (760) 931-8038
Fax: (760) 931-9032

Services: Wholesaler

- **Thompson Rose Co.**
 949 Cassou Road
 San Marcos, CA 92069
 Phone: (760) 736-6020
 Fax: (760)736-6029
 Services: Wholesale and Shipper

- **T.R. Tropicals, Inc.**
 3110 Scott Street
 Vista, CA 92083
 Phone: (760) 598-2299
 Fax: (760) 598-2953
 Services: Wholesaler and Shipper

- **Vista Wholesale Florist, Inc.**
 2521 Oceanside Blvd.
 Oceanside, CA 92054
 Phone: (760) 757-3196
 Fax: (760) 722-3104
 Services: Wholesaler and Shipper

- **Yoder Sales**
 12333 Holland Road
 Poway, CA 92064
 Phone: (858) 486-1836
 Fax: (858) 486-3554
 Email: jsblood@ibm.net
 Services: Wholesaler

- **Zorro Protea Farms**
 5002 2nd Street
 Rainbow, CA 92028
 Phone: (760) 723-2450
 Services: Wholesaler and Shipper

E. Agricultural Supplies and Services in San Diego County

- **A-1 Irrigation Inc.**
28511 Cole Grade Road
Valley Center, CA 92082
Phone: (760) 749-1213
- **Agricultural Supply, Inc.**
1435 Simpson Way
Escondido, CA 92029
Phone: (760) 737-2442
Fax: (760) 741-9412
- **Agri Chemical and Supply**
2002 Oceanside Blvd.
Oceanside, CA 92054
Phone: (760) 757-1840
Fax: (760) 757-5931
Agrichemical.com
- **North County Grower Supplies, Inc.**
5600 Avenida Encinas, #43
Carlsbad, CA 92008
Phone: (760) 431-0041
Fax: (760) 431-0070
- **Fallbrook Fertilizer & Feed**
215 W. Fallbrook Street
Fallbrook, CA 92028
Phone: (760) 728-5101
- **Fruit Growers Supply Co.**
3631 Center Street
Riverside, CA 92501
Phone: (951) 369-9741
- **Grangetto's Farm and Garden Supply Co.**

<u>Escondido</u> 1105 W. Mission Avenue Escondido, CA 92025 Phone: (760) 745-4671 Fax: (760) 745-5111 <u>Valley Center</u> 29219 Juba Road Valley Center, CA 92082 Phone: (760) 749-1828 Fax: (760) 749-2710	<u>Fallbrook</u> 530 E. Alvarado Fallbrook, CA 92028 Phone: (760) 728-6127 Fax: (760) 728-1027 <u>Encinitas</u> 203 S. Rancho Santa Fe Road Encinitas, CA 92024 Phone: (760) 944-5777 Fax: (760) 944-8977
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- **Hicks Farm Supply, Inc.**
999 Linda Vista Drive
San Marcos, CA 92069
Phone: (760) 727-9860

- **L & M Fertilizer & Feed**
1043 E. Mission Road
Fallbrook, CA 92028
Phone: (760) 728-1400

- **Roberts Irrigation Products, Inc.**
700 Rancheros Drive
San Marcos, CA 92069-3007
Phone: (760) 744-4511
Fax: (760) 744-0914

- **Target Specialty Products**
7675 Formula Pl., #D
San Diego, CA 92121
Phone: (858) 586-1933 or (800) 237-5233

- **Turf Partners**
10730 Thornmint Road
San Diego, CA 92127
Phone: (858) 675-2585

- **United Horticultural Supply**
1011 E. Third
Corona, CA 92879
Phone: (909) 371-4388
Fax: (909) 371-5960

- **Vopak USA**
2100 Haffly Avenue
National City, CA 91950
Phone: (619) 262-0711
Fax: (619) 474-2820

- **Western Farm Service**
1015 Linda Vista Drive, Bldg. B
San Marcos, CA 92069
Phone: (760) 744-2514 or (800) 223-4749

F. Agricultural Testing Laboratories

▪ Clarkson Laboratory & Supply, Inc. Testing available: Soil and water	350 Trousdale Drive Chula Vista, CA 91910 Phone: (619) 425-1993 Fax (619) 425-7917 E-mail: les@clarksonlab.com http://www.clarksonlab.com/
▪ Environmental Engineering Lab Testing available: Soil and water; Chem, Bacteriological & Bio Testing	3538 Hancock Street San Diego, CA 92110 Phone: (619) 298-6131
▪ Fallbrook Ag-Laboratory, Inc. Testing available: Soil, water & plant	455 E. Alvarado Fallbrook, CA 92028 Phone: (760) 728-4828 Fax: (760) 728-6301
▪ John Deere Landscapes Testing available: Soil class, nutritional analysis	1073 N. Marshall El Cajon CA 92020 Phone: 619-562-8777 (ask for Ed) Fax: 619-562-9220 Email: rkrtek@johndeerelandscapes.com http://greenmark.com
▪ Pacific Analytical Inc. Testing available: Analysis of hazardous wastes, wastewater, drinking water, soil, sediments, and tissues	6056 Corte Del Cedro Carlsbad, CA 92011 Phone: (760) 496-2200 Fax: (760) 496-2211 http://pacificanalyticalinc.com/ Email: labmgr@pacificanalyticalinc.com
▪ Soil & Plant Laboratory, Inc. Testing available: Soil amendment analyses, analyses. composted/recycled materials, plant analysis, soil, water & fertilizer analyses	1594 North Main Street P.O. Box 6566 Orange, CA 92863-6566 Phone: 714-282-8777 Fax: 714-282-8575 E-mail: soilandplantlaboratory.com http://www.soilandplantlaboratory.com
▪ Agricultural Weights and Measures Testing available: pH (acidity to alkalinity) & soluble salts	5555 Overland Ave. Suite 3101 San Diego, CA 92123 Phone: (858) 694-2739 Email: sdcawm@sdcounty.ca.gov http://www.sdcounty.ca.gov/awm

G. Agricultural Consultants

- **Bartlett Agri-Enterprises, Inc.**
Grove Services
308 Industrial Way
Fallbrook, CA 92028
Phone: (760) 728-2508 or (760) 728-5834
- **California Protea Management**
29000 Lilac Road
Valley Center, CA 92082
Phone: (760) 749-9559; 1-800-423-6445
Fax: (760) 749-9747
www.californiaproteamgmt.com
email: ben@californiaproteamgmt.com
email: info@californiaproteamgmt.com
- **Gary King, Horticultural Consultant & Plant Disease Diagnostics**
1321 Hodges Road
Oceanside, CA 92056
Phone: (760) 941-7409
- **Knott's Horticultural Consulting Service**
5141 Guild Street
La Mesa, CA 91942
Phone: (619) 466-0464
- **Obra Verde Growers, Joe Walker, Owner**
10916 Mystery Mountain Road
Valley Center, CA 92082
Phone: (888) 301-9029
Fax: (760) 749-7471
www.obraverde-flowers.com
- **Pacific Consultants**
8361 Vickers Street, Suite 9200
San Diego, CA 92111
Phone: (858) 505-0301
- **Professional Grove Service Inc.**
PO Box 82
Fallbrook, CA 92028
Phone: (760) 723-2980

H. Water Districts of San Diego County

- **Carlsbad Municipal Water District**
5950 El Camino Real
Carlsbad, CA 92008
Phone: (760) 438-2722
Fax: (760) 431-1601
www.carlsbad.ca.gov/water/index.html
- **City of Del Mar**
1050 Camino Del Mar
Del Mar, CA 92014
Phone: (858) 755-9313
Fax: (858) 755-2794
www.delmar.ca.us
- **City of Escondido**
Utilities Division
City Hall 1st floor
201 N. Broadway
Escondido, CA 92025
Phone: (760) 839-4657
Fax: (760) 432-9512
- **Fallbrook Public Utility District**
990 East Mission Road
PO Box 2290
Fallbrook, CA 92088-2290
Phone: (760) 728-1125
www.fpod.com
- **Helix Water District**
7811 University Avenue
La Mesa, CA 91941
Phone: (619) 466-0585
www.hwd.com
- **City of Oceanside Water Utilities Department**
300 North Coast Highway, Building B
Oceanside, CA 92054
Phone: (760) 435-5800
Fax: (760) 435-5814
bmartin@ci.oceanside.ca.us
www.ci.oceanside.ca.us
- **Olivenhain Municipal Water District**
1966 Olivenhain Road
Encinitas, CA 92024

Phone: (760) 753-6466
Fax: (760) 753-1578
inaritelli@olivenhain.com
www.olivenhain.com

- **Otay Water District**
2554 Sweetwater Springs Blvd.
Spring Valley, CA 91978
Phone: (619) 670-2222
www.otaywater.gov
- **Padre Dam Municipal Water District**
PO Box 719003
Santee, CA 92072
Phone: (619) 448-3111
Fax: (619) 449-9469
www.padredam.org
- **City of Poway, Public Services Department**
13325 Civic Center Drive
PO Box 789
Poway, CA 92074-0789
Phone: (858) 668-4400
Fax: 858-668-1207
www.ci.poway.ca.us
- **City of San Diego**
Water Department
600 B Street
San Diego, CA 92101 *mail only*
Phone: (619) 515-3500
water@sandiego.gov
www.sandiego.gov/water
- **Rainbow Municipal Water District**
PO Box 2500
Fallbrook, CA 92088
3707 Old Highway 395
Fallbrook, CA 92028
Phone: (760) 728-1178
www.rainbowmwd.com
- **Ramona Municipal Water District**
105 Earlham Street
Ramona, CA 92065-1599
Phone: (760) 789-1330
Fax: (760) 788-2202
www.rmwd.org

- **Rincon Del Diablo Municipal Water District**
 1920 N. Iris Lane
 Escondido, CA 92026
 Phone: (760) 745-5522
 Fax: (760) 745-4235
www.rinconwater.org

- **San Dieguito Water District**

 505 S. Vulcan Ave.
 Encinitas, cA 92024
 Phone: (760) 633-2810
 Fax: (760) 633-2818
water@ci.encinitas.ca.us

- **Santa Fe Irrigation District**
 5920 Linea del Cielo
 PO Box 409
 Rancho Santa Fe, CA 92067
 Phone: (858) 756-2424
www.santafeirrigationdistrict.org

- **Sweetwater Authority**
 (City of National City & South Bay Irrigation District)
 505 Garrett Ave.
 Chula Vista, CA 91910
 Phone: (619) 420-1413
 Fax: (619) 425-7469

- **Vallecitos Water District**
 201 Vallecitos De Oro
 San Marcos, CA 92069
 Phone: (760) 744-0460
 Fax: (760) 744-5989
vwd@vwd.org
www.vwd.org

- **Valley Center Municipal Water District**
 29300 Valley Center Road
 PO Box 67
 Valley Center, CA 92082
 Phone: (760) 749-1600
 Fax: (760) 749-6478
Vcmwd.org

- **Vista Irrigation District**
 1391 Engineer Street

Vista, CA 92083-8836
Phone: (760) 597-3100
Fax: (760) 598-8757
info@vid.h20.org
www.vid-h20.org

▪ **Yuima Municipal Water District**

34928 Valley Center Road
PO Box 177
Pauma Valley, CA 92061
Phone: (760) 742-3704
Fax: (760) 742-2069
info@yuimamwd.com
www.yuimamwd.com

I. Organic Certifying Agencies Registered in California

The certifiers listed below are registered to certify in California. As noted they have been conditionally approved by the USDA.

- **CCOF – California Certified Organic Farmer (Accredited)**

Becky Blythe
Certification Services
1115 Mission Street
Santa Cruz, CA 95060
Phone: 831-423-2263 ext. 18
Fax: 831-423-4528
becky@ccof.org
www.ccof.org

- **California Organic Farmers Association (Accredited)**

Laura Horne
P.O. Box 628
Kerman, CA 93630
Phone: (866) 305-5771
Fax: (559) 846-8159
info@cofa.net
www.cofa.net

- **Guaranteed Organic Certification Agency (Accredited)**

Charles Heermans
5464 Eight Street
Fallbrook, CA 92082
Phone: (760) 731-0496
Fax: (760) 731-0498

- **International Certification Services, Inc. (Accredited)**

301 5th Ave. SE
Medina, ND 58467
701-486-3578
Fax: 701-486-3580
Email: info@ics-intl.com
www.ics-intl.com

- **Marin County (Accredited)**

Agriculture – Weights and Measures
Stacy K. Carlsen: Commissioner
1682 Novato Bldg., Suite 150-A
Novato, CA 94947
415-499-6700
www.co.marin.ca.us/depts./AG/main/index.cfm

- **Monterey County Certified Organic (Accredited)**
Katherine Smith-Borchard:
Chief Deputy Ag Commissioner, pesticide, fruits & vegetables
County of Monterey Agricultural Commissioner's Office
1428 Abbott Street
Salinas, CA 93901
831-759-7325
Fax: (831) 422-5003
agcomm@co.monterey.ca.us

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