

Douglas Iwamoto

Iwamoto Farms

Located at 357 Natividad Road, Salinas

Can be contacted at (831) 449-8701 Email: iwamotofarms@aol.com

Size of Farm: 500 Acres plus or minus

Production of all crops is conventional farming practice

I am in support of a National Leafy Green Marketing Agreement.

1. Biggest burden is to start the program
 - a. Cost
 - b. Documentation
2. Burden after 1st year
 - a. Different standard each handler wants
 - b. Different interpretation of the Agreement
3. Being on the same playing field.
4. Having to add cost for regulation
5. Short term impact of cost is a problem—to be able to get your cost back.

Ex. 39

Table 11: Projected food safety costs with NLGMA – small producer

200 acres, \$35-\$45 per acre

	Total costs at \$35 per acre	Total cost per ctn at \$35 per acre	Total Costs at \$45 per acre	Total cost per ctn at \$45 per acre
personnel costs	3,000	1.6	4,000	2.1
water test	1,000	0.5	1,500	0.8
3rd party audits	2,000	1.1	2,000	1.1
ranch care, pest control, chlorine	500	0.3	1,500	0.8
record keeping		0	0	0
training		0	500	0.3
Total	6,500	3.4	9,500	5.0