

Katherine Douglas

Appellant Presentation

From: Megan Raff <mraff@dare2dreamfarms.com>
Sent: Monday, July 6, 2026 11:59 AM
To: Lia Graham
Cc: Hagerty, LeAnne; Hagen, Harry; d2dfarm@gmail.com; sbcob
Subject: Re: July 7, 2026 Board of Supervisors Meeting Information - Jeremy and Megan Raff's Appeal of the Treasurer-Tax Collector's Transient Occupancy Tax Final Audit Determination
Attachments: SBC TOT Appeal Presentation - Dare 2 Dream Farmsrn.pptx; SBC TOT Appeal Presentation - Dare 2 Dream Farmsrn (2).pdf

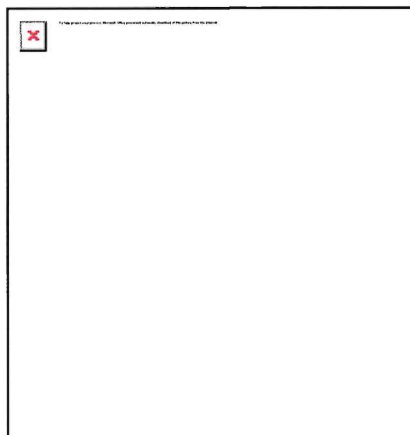
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Hello Lia,

Not sure what format you need here. Included are pdf, powerpoint, and below canva presentation.

Here's a link to our presentation: <https://canva.link/yru35mjo1b4rglv>

Thank you,



MEGAN RAFF

Co-Founder & Chief Chick
Dare 2 Dream Farms, LLC.

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mraff@dare2dreamfarms.com
Lompoc, California
Dare2dreamfarms.com
Dare2dreamfarmbox.com

On Thu, Jul 2, 2026 at 12:04 PM Lia Graham <ligrham@countyofsb.org> wrote:

Materials received during the closure and over the weekend will be distributed on Monday.

Lia

From: Megan Raff <mraff@dare2dreamfarms.com>
Sent: Thursday, July 2, 2026 11:51 AM

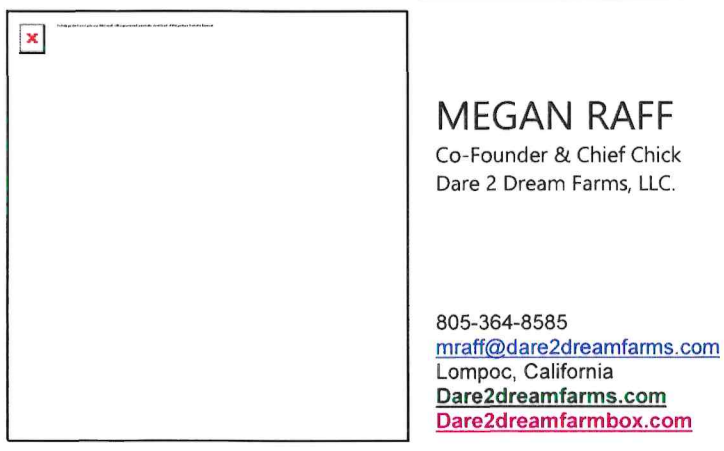
To: Lia Graham <ligraham@countyofsb.org>

Cc: Hagerty, LeAnne <Lhagerty@countyofsb.org>; Hagen, Harry <Hhagen@countyofsb.org>; d2dfarm@gmail.com; sbcob <sbcob@countyofsb.org>

Subject: Re: July 7, 2026 Board of Supervisors Meeting Information - Jeremy and Megan Raff's Appeal of the Treasurer-Tax Collector's Transient Occupancy Tax Final Audit Determination

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And if it's sent after noon today they will not receive it until Monday?



On Thu, Jul 2, 2026 at 11:25 AM Lia Graham <ligraham@countyofsb.org> wrote:

Just a reminder that all materials and or questions should be sent to sbcob@countyofsb.org.

Thank you,

Lia Marie Graham

Deputy Clerk of the
Board/Assessment Appeals Clerk

County Executive Office – Clerk of the
Board of Supervisors



[105 E. Anapamu Street, Ste. 407,
Santa Barbara, CA 93101](#)

Phone: 805-568-2247 | Email:
Ligraham@countyofsb.org

Website: www.countyofsb.org

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From: Lia Graham

Sent: Thursday, July 2, 2026 9:31 AM

To: Hagerty, LeAnne <Lhagerty@countyofsb.org>; Hagen, Harry <HHagen@countyofsb.org>; d2dfarm@gmail.com;
mr Raff@dare2dreamfarms.com

Subject: July 7, 2026 Board of Supervisors Meeting Information - Jeremy and Megan Raff's Appeal of the Treasurer-Tax Collector's Transient Occupancy Tax Final Audit Determination

Good Morning,

Please see the attached Agenda for the July 7th Santa Barbara County Board of Supervisors meeting. The Jeremy and Megan Raff's Appeal of the Treasurer-Tax Collector's Transient Occupancy Tax Final Audit Determination is scheduled as Departmental Item No. 6 (see page 30 of the attached Agenda) and is

estimated to have a start time between approximately 12:10-12:30 PM. The total time allocations allotted to both parties is also attached to this email.

Lastly, we would greatly appreciate all documents you would like provided to the Board prior to the holiday closure be submitted to the Clerk of the Board prior to noon on Thursday July 2nd. Any documents received after noon on Friday, July 3rd will need to be voted into the record, if either of the parties require a presentation that the Clerk of the Board has not yet received, we ask that you kindly send that no later than noon on Monday, July 6th to: sbcob@countyofsb.org.

Please feel free to let me know if you have any questions.

Sincerely,



Lia Marie Graham

Deputy Clerk of the
Board/Assessment Appeals Clerk

County Executive Office – Clerk of the
Board of Supervisors

105 E. Anapamu Street, Ste. 407,
Santa Barbara, CA 93101

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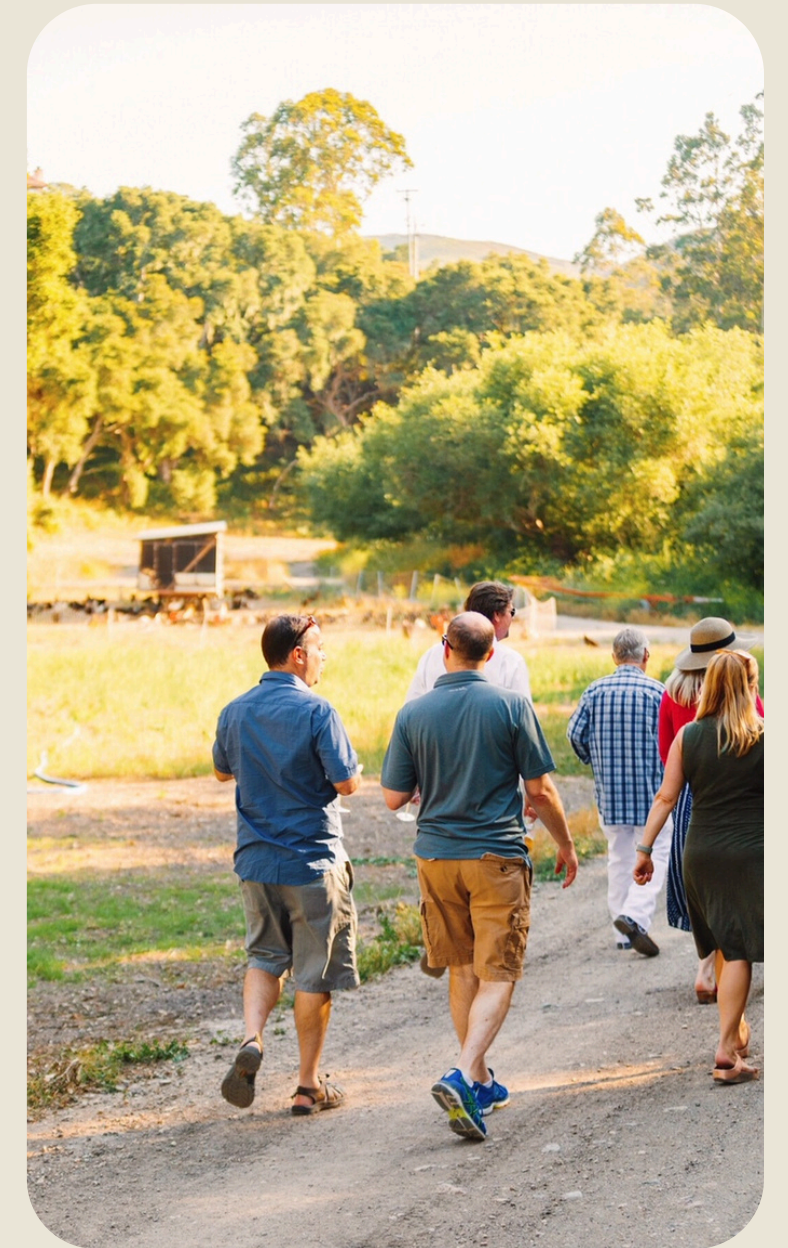
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A FAIR TRANSITION FOR A COMMUNITY- SERVING FARM

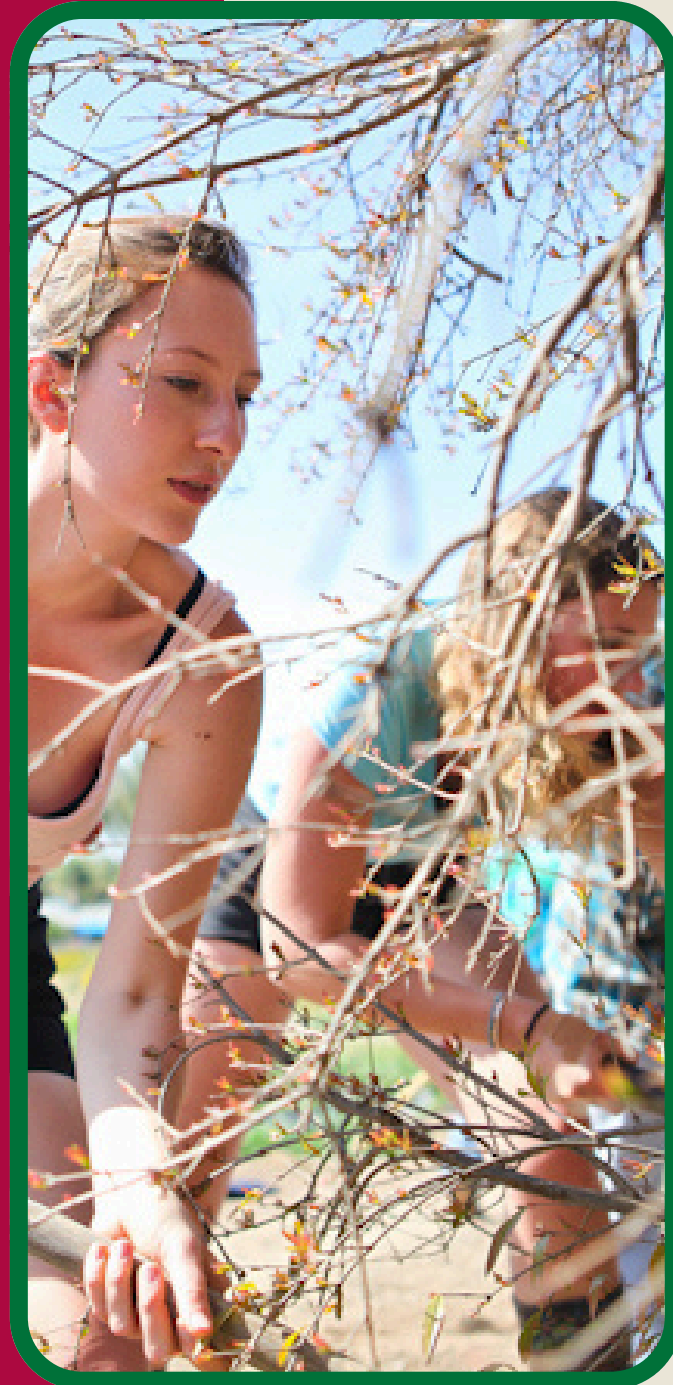
RELIEF FROM A PRE-FRAMEWORK TOT ASSESSMENT SO
DARE 2 DREAM FARMS CAN CONTINUE SERVING LOMPOC

Jeremy & Megan Raff

July 7, 2026



WHAT IS DARE 2 DREAM?



“a tangible link to our community's agriculture” - Beverly Imano

“access to fresh, local food when they needed it most (Covid)” - Doreen Junious

“fresh, healthy food accessible to our community,” James Allen

“consistently the first to step up for a local fundraiser, support a neighbor in need, or back a community initiative.” Michelle Ball

“a vital community hub” Michelle Ball

“fair, honest and endlessly generous. Without hesitation , I was taken into a community farm that felt more like a family than a business.” Aidan Heckaman

 **This is not a short-term rental investor. This is a working family farm.**

— Shakira Miracle, SBC Food Action Network



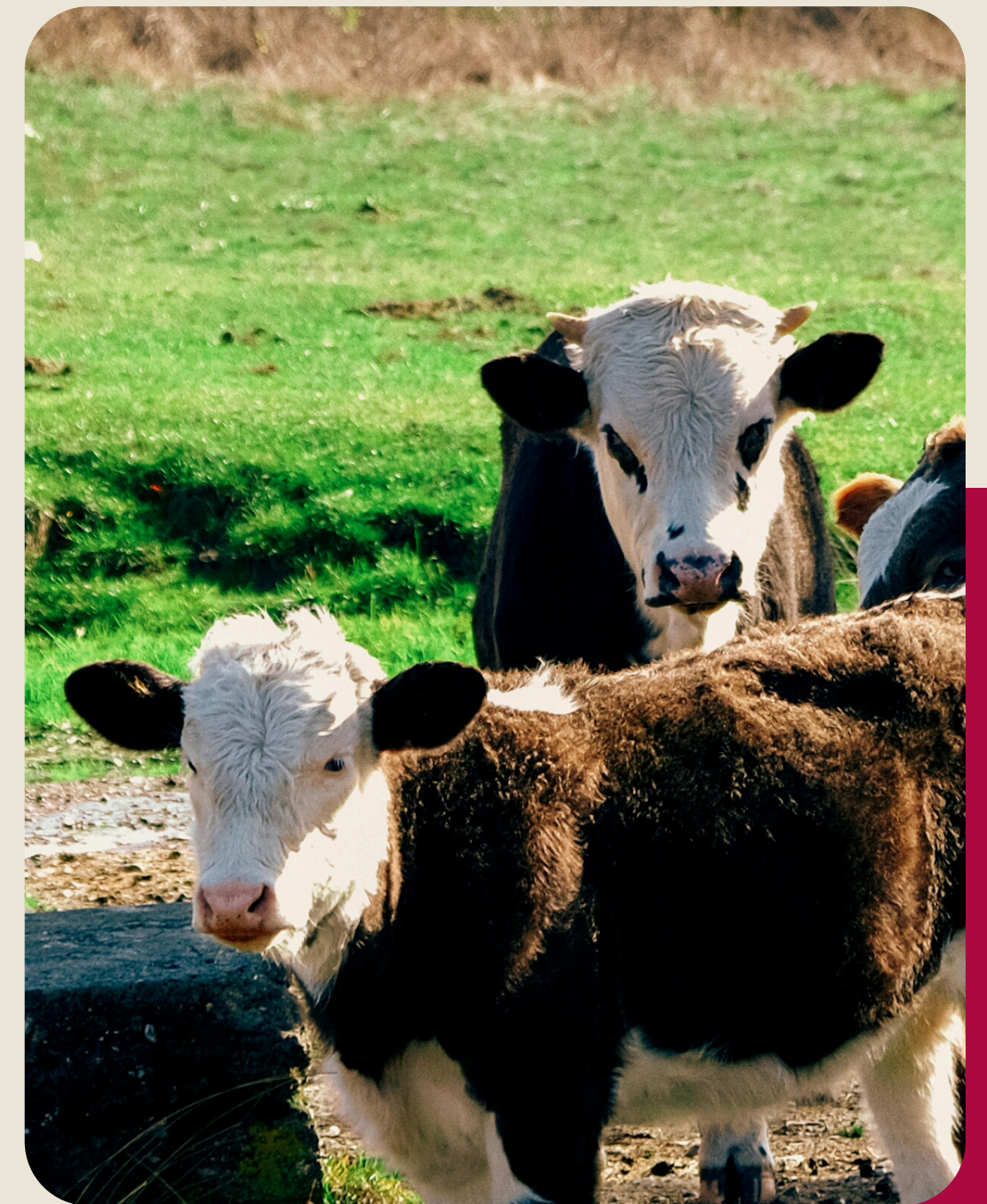
MIND THE GAP

- 2017 – Farm Stays Disallowed, beginning of no legal framework
- 2018 – Jeremy joined Farmstay Ad Hoc Committee with Commissioner John Parke
- 2020 – Santa Maria Times covers delays of the ordinance; 1st District Supervisor Das Williams was quoted as saying, “When I voted with the majority, I didn’t mean to prohibit farmstays for ... four years.”
- 2024 Nov – Ag Enterprise Ordinance adopted
- 2025 Jan – Ag Enterprise Ordinance in effect
- 2025 May – Audit issued



Audit is for a period of time "when the rules and expectations were anything but clear.

- Jeremy Ball, City Council, Lompoc



FINANCIAL REALITY

THIS BILL CANNOT BE PAID FROM EXCESS PROFIT. IT CAN ONLY COME FROM CUTS TO COMMUNITY PROGRAMS.



COMPARE TO NET INCOME

\$65k assessment = more than 20x prior year net income



MODEST OWNER DRAWS AND SALARIES

Owners receive no salary, and owner draws are very modest, often reinvesting during slow months.



RECENT LOSS

LFPA rollback: about \$6k/month lost after farm investments were made to support that work



LIMITED FARMABLE LAND

With just 4-5 farmable acres, farming is intensively diversified and creative, with small margins for profit.



ENFORCEMENT BECOMES COMMUNITY LOSS

The harm is not the bill itself.

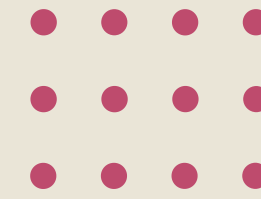
The harm is the operational contraction required to pay it:

- Honor System Farm Stand
- CSA
- Farmers market
- Free farm access, self guided tours
- Free school/youth/special needs adult tours
- WWOOF/internships
- Jobs
- Community sponsorships
- Civic Leadership

If the farm cannot absorb the assessment through reductions, closure becomes a real possibility.



THE COMMUNITY HAS TOLD YOU WHAT THIS FARM MEANS

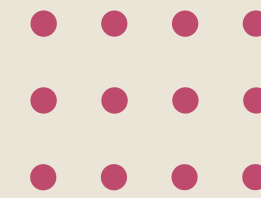


ACROSS MORE THAN 80 LETTERS OF SUPPORT

1. A Local Food Access Point
2. A Free Agricultural Learning Space
3. A Training Ground and Workforce Pipeline
4. This Is Not One Farm. It Is a Network.



EDUCATION + YOUTH



Letters describe a free agricultural learning space:

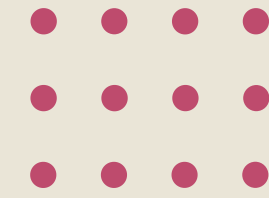
- School visits
- Youth group visits
- Farm tours
- Children learning where food comes from
- Animal care and hands-on learning
- Family connection
- Nutrition education

“As a county we should probably be paying the farm for the education they give by allowing schools to come tour the farm. For FREE!”

— Melissa Musgrove, customer



FOOD ACCESS



Community comments describe a local food access point:

- CSA and farm boxes
- Farm stand access
- Honor-system trust
- Affordable local produce
- COVID food response
- SNAP Online access
- Produce donations

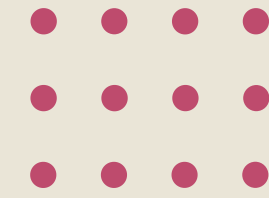


When I couldn't afford full price fruits and vegetables, I was able to feed my family by visiting Dare 2 Dream farm stand

— Victoria Castan, customer



JOBS, WORKFORCE, AND FUTURE FARMERS



Letters describe a training ground and workforce pipeline:

- Local employment
- Long-term mentorship
- WWOOF and intern programs
- Food security and public health impact
- Agricultural career influence

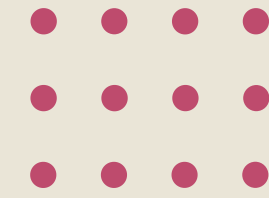


This set the foundation for my professional career in medicine with a focus on food, nutrition, and human health.

— Patrick Tolosky, MD, MPH, former WWOOF guest



SMALL-PRODUCER AND COMMUNITY NETWORK



Letters share that **this is not one farm. It is a network:**

- A small-producer outlet
- A Route 1 Farmers Market partner
- A community fundraiser supporter
- A donor and sponsor
- A first call when work needs to be done

 **Dare 2 Dream is a trusted partner and often the first I call when there's work to be done to serve our community.**

— Shelby Wild, Route One Farmers Market





THE POLICY OPPORTUNITY



Create a Fair Transition Standard

This is where the Board's role matters. Staff administers policy. The Board can shape it.

The Litmus Test

- Operator is a Farm, and ag income/activity is primary
- Lodging income is supplemental
- Active pre-framework
- Demonstrated Community Benefit

“ This Board also has the jurisdiction, discretion, and responsibility to treat individual cases with fairness and good judgment.

- Jeremy Ball, Lompoc City Council

“ Let us not simply execute a regulation when we understand that laws and actions can have unintended consequences.

- Shakira Miracle, SBC Food Action Network

PRESERVE THE FARM, PRESERVE THE COMMUNITY BENEFIT

Requested Relief: Full Relief

If not: partial relief; or penalties/interest
abated + payment plan

“ We want to create and serve
these uses, protect agriculture,
help people learn about it and
appreciate it and want to
protect it.

- Supervisor Hartmann

Protecting Agriculture is the Goal

“ Granting full relief would
not undermine County
policy; rather, it would
affirm the County’s stated
commitment to supporting
working farms.

— James Allen, customer



THANK YOU

