

## Summary of State PSEP Survey for National Stakeholder Team for PSEP Funding

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The National Stakeholder Team for PSEP Funding is trying to assess how much “base” funding is needed across the country for PSEP. A survey was circulated and all state PSEP programs responded. The key issues examined were an estimate of the coordinator position dedicated to PSEP and the current operational funding; note, this does not include support for county-based educators or state-wide specialists. Revenue from university cost-recovery and state lead agency (SLA) contributions were tabulated. Information on fees associated with gifts and grants was collected. The survey focused primarily on university and SLA support; but recognizes there are other sources (PRIA, federal grants, industry).

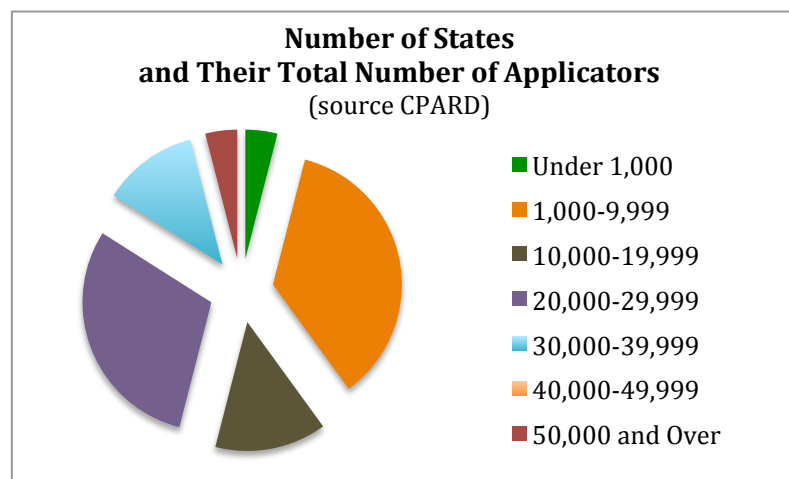
The findings show extreme variability in applicator numbers (700-60,000), FTE (2%-100%), funding levels (under \$25K to over \$500K) and funding sources. It is important to note that the more healthy PSEP programs received significant support from university dollars, cost-recovery revenue, and SLA Memorandum of Understanding (MOU) agreements.

### Points of Clarification

- This is not a one-size-fits-all situation and needs vary greatly among states (e.g., travel distances).
- Some states have a greater percentage of Commercial Applicators because they do not allow for “direct supervision” or its definition is very restrictive; other states may have a higher training burden due to “registered” technicians (which are not classified as certified applicators; though CPARD captures which states regulate/test technicians).
- Total number of applicators reported is simply the addition of number of Private and Commercial Applicators; thus, a possible slight over estimation when a person carries both credentials.
- The scope for certified applicators in many states is beyond Restricted Use Pesticides (FIFRA) due to state requirements for certified public employees and/or for-hire applicators using general use or unclassified products.
- University revenue from online training is not very significant yet. Several states are moving in this direction; there is a time-management requirement for recertification units.

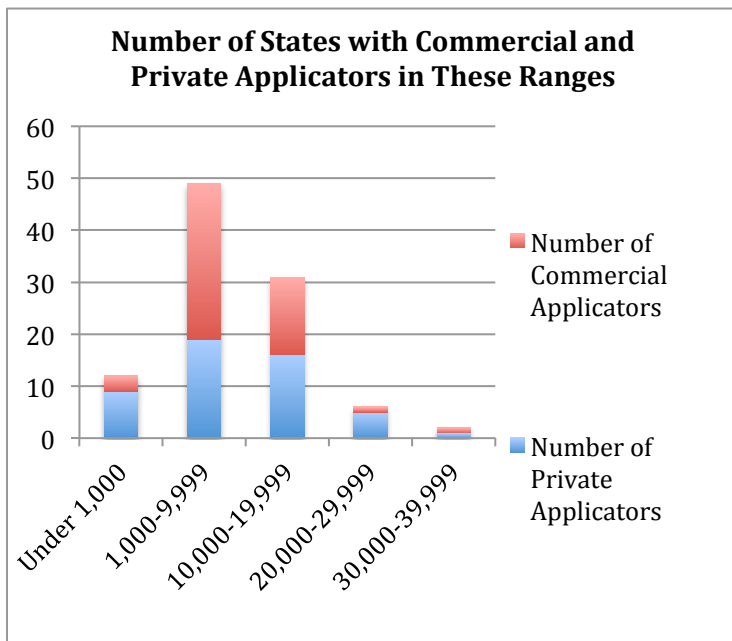
### Number of Applicators per State

The numbers of certified applicators (Private and Commercial) per state were obtained from CPARD (Certification Plan and Reporting Database: [cpard.wsu.edu](http://cpard.wsu.edu)), which is the SLA reporting database for numbers of certified applicators (new, recertifying, total). SLAs report the number of applicators holding a certified applicator credential; thus, the pool of possible training clientele. However, this does NOT directly relate to the number of people trained by PSEP



(manuals distributed, face-to-face/webinar classes, etc). Also, Puerto Rico is not currently included (23,187 total applicators).

Ranges of Applicator Numbers	Total Certified Applicators: Number of States	Private Applicators: Number of States	Commercial Applicators: Number of States
Under 1,000	2	9	3
1,000-9,999	18	19	30
10,000-19,999	7	16	15
20,000-29,999	15	5	1
30,000-39,999	6	1	1
40,000-49,999	0		
50,000 and Over	2		



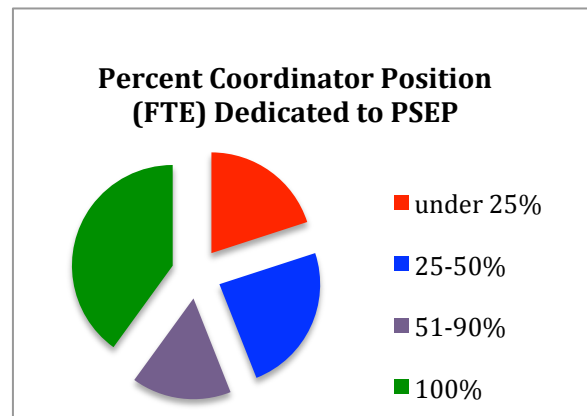
The data could also be compared to the number of new and recertified applicators. However, for this document, *the point of reference used was the total number of applicators*. As noted the number of applicators varies dramatically so it is difficult to assign a base figure per applicator. Also, the Certification and Training Assessment Group (CTAG) endorsed EPA’s new funding formula that weighted more funding for Commercial Applicators compared to Privates (60/40) since there is a greater burden due to initial and recertification resources (training, manuals) for the commercial categories.

Of the total of 866,594 total applicators in CPARD, 46.5% are Commercial and 53.5% are Private Applicators. Of the 403,149 Commercial Applicators, nearly 60% address Turf, Ornamental, Institutional, Residential and Structural Pest Management; thus 72% of the total number of applicators fall within an agricultural focus and 28% urban.

**Full Time Equivalent Coordinator Position**

Each land grant university has a coordinator for PSEP. There is great variation in the percent of their position dedicated to PSEP versus other responsibilities.

	Full Time Equivalent Leadership Dedicated to PSEP
under 25%	10
25-50%	12
51-90%	8
100%	20

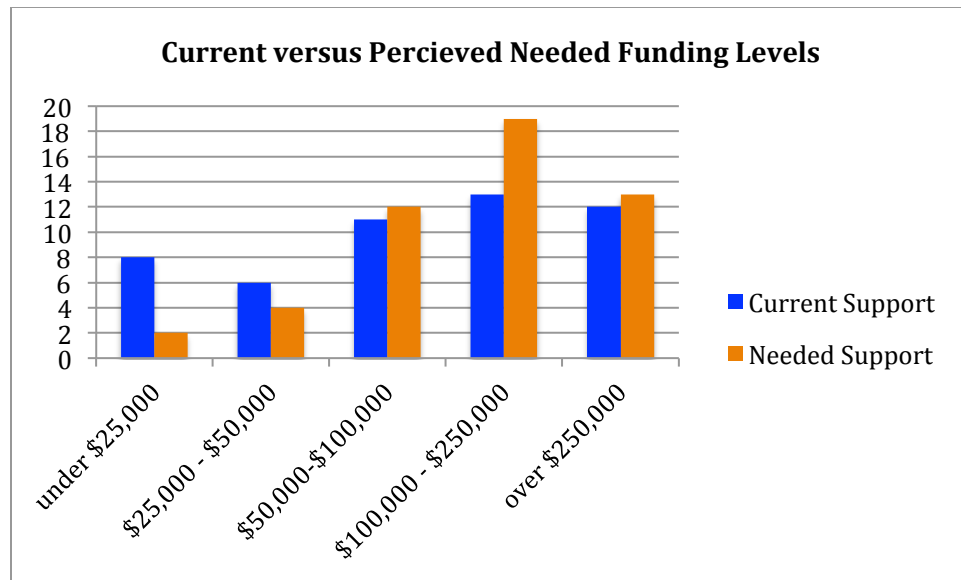


Conversations within the subgroups has focused on a state needing a minimum of a 0.50 FTE coordinator and those states with higher numbers of applicators may truly need a full time coordinator. The coordinator may be a faculty member, an associate, or a combination of both. The survey only asked about the lead coordinator; thus, this figure requires further investigation. There are several states reporting under a 50% coordinator position; but may be served by an associate.

**Current and Perceived PSEP Funding Levels**

States reported the level of funding under which they currently operate. This includes salary and benefits for the coordinator and their associates, travel, supplies, goods, and equipment. The amount of current funding was provided as their estimate. Several states were contacted to ensure accuracy of the number with some changes made. For reporting purposes, the following ranges were set: 10K-40K since no state had less than \$10K, then \$40-70K, \$70-100K and over \$100K. This differed from the ranges for needed funding that were set in the survey document. States reported the level of funding they needed (five ranges in the survey) to have a viable program. Thus the current level of support was captured as raw numbers and assigned to the ranges of needed funding for comparison purposes. Twenty-three states reported they needed an increase in funding; while four states stated they could function on less.

Current PSEP Funding Level	Number of States		State's Current Level of Support	State's Perceived Needed Level of Support
10,000-40,000	12	under \$25,000	8	2
41,000-70,000	8	\$25,000 - \$50,000	6	4
70,100-100,000	5	\$50,000-\$100,000	11	12
100,100-250,000	13	\$100,000 - \$250,000	13	19
Over 250,000	12	over \$250,000	12	13



**State Sources for PSEP Funding**

Many states rely on several state-based resources to fund PSEP including university support for salaries, cost-recovery revenue for training events and study materials, and formal agreements with the SLA (maintenance fees, certification/exam fees, enforcement dollars, etc.). Only one state has a prohibition to charging for cost-recovery; several recover below or at cost of event/manual. It is recognized that improving the self-sufficiency of programs requires time and effort to work through SLA/legislative initiatives and within university systems to change policies to recover at the true cost of the program (development/delivery), not just raw cost of training event or manual.

	Number of States with SLA Contributions	Number of States with University Cost-Recovery Contributions
none	33	8
under \$25,000	6	13
\$25,000 - \$70,000	3	14
\$75,000 - \$150,000	3	5
over 150,000	5	10

