



# Commercial Sources Strategies



# Increase Education for Nail and Hair Salons

## Strategy C-1

12/2/2025



### Concern Category

Commercial Sources

### Strategy Type

- Public Education
- Increase Access to Information

### Strategy

Educate the Nail and Hair Salon Industry on exposure and ways to decrease exposure

### Actions

- Work with the owners of small businesses in the nail and hair salons to understand the types of chemicals they are exposed to, the health effects, and what changes can improve conditions.
- Provide educational materials for these businesses about indoor air quality.
- Provide educational materials for more healthy alternatives.
- Explore incentives opportunities for exposure mitigation (product replacement, indoor air filters, personal protective equipment (PPE)).
- Explore partnerships with other local and state agencies
- Explore programs that can inspire businesses to meet health protective changes (Department of Toxic Substances Control ([DTSC](#)) and California Healthy Nail Salons Collaborative ([CHNSC](#))).

### Goals (Medium-Term)

- Educate the small businesses on indoor air quality exposure and empower the community to make changes to improve working conditions (i.e., personal protective equipment, etc.).
- To understand the best practices that can reduce exposure to these indoor pollutants.

### Estimated Timeline(s)

- **2026:** Work with partner agencies to engage in this strategy
- **2026-2027:** Develop the information materials with partner agencies and investigate what air monitors/sensors could be useful to assess indoor air quality
- **2027:** Explore recognition programs that could be instituted in Sacramento
- **2028-2031:** Educate and disseminate educational materials to the Nail and Hair Salons; begin recognition program (if feasible)



## Tracking Metrics

- # Businesses that received the information
- # Businesses that participate in air monitoring
- # Indoor air filter provided (if incentive program is developed)
- # Educational materials provided to the community (translated materials)

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sacramento County Business Environmental Resource Center (BERC)	<ul style="list-style-type: none"> <li>• Working with local and state agencies, develop an educational, training, and certification program for healthy nail salons in the South-Sacramento Florin community boundaries using model programs in place in other California cities</li> </ul>
California Air Resources Board (CARB)	<ul style="list-style-type: none"> <li>• Provide information on their regulation of consumer products and low-VOC alternative products that are used at nail salons (<a href="#">link</a>)</li> </ul>
Department of Toxic Substances Control (DTSC)	<ul style="list-style-type: none"> <li>• Provide information on the Healthy Nail Salon Certification Program (<a href="#">link</a>)</li> </ul>
Sacramento County Public Health	<ul style="list-style-type: none"> <li>• Partner with local agencies to provide educational information on health risks related to products used at nail salons and the California Safe Cosmetic Products program (<a href="#">link</a>)</li> </ul>
California Healthy Nail Salons Collaborative (CHNSC)	<ul style="list-style-type: none"> <li>• Partner with local agencies to provide education, training to nail salon businesses and provide information on certification programs</li> </ul>
California Board of Barbering and Cosmetology (BBC)	<ul style="list-style-type: none"> <li>• Provide information on requirements for nail salons and other training and educational material</li> </ul>
California Occupational Safety and Health Administration (CalOSHA)	<ul style="list-style-type: none"> <li>• Provide information on requirements for nail salons and other training and educational material (e.g., <a href="#">Safety &amp; Health Fact Sheet for Nail Salons</a>)</li> </ul>
Vietnamese American Community of Sacramento (VACOS)	<ul style="list-style-type: none"> <li>• Partner with agencies and help disseminate information on healthy nail salon products to reduce exposure, training opportunities, incentives, and certification programs in place</li> </ul>
Office of Environmental Health Hazard Assessment (OEHHA)	<ul style="list-style-type: none"> <li>• Potentially have OEHHA provide information on Proposition 65 and its requirements and how their program can lead to harmful chemicals being removed from nail care products (<a href="#">link</a>).</li> </ul>
Sacramento Metropolitan Air Quality Management District (SMAQMD)	<ul style="list-style-type: none"> <li>• Facilitate program development with South Sacramento-Florin Community, BERC, and other partners</li> </ul>

## Additional Information

- <https://www.cahealthynailsalons.org/>



## Concern Category

Commercial Sources

## Strategy Type

- Public Education
- Increase Access to Information

## Strategy

Enhance public access to information through a user-friendly Public Records Portal. Develop and launch an online Public Records Portal that provides easy access to air quality and compliance-related information. Implement outreach and educational initiatives to ensure community members understand how to navigate and effectively use the portal to access relevant data.

## Actions

- Develop Public Record Portal with input from the Steering Committee.
  - Public Record Portal will include self-service to the following public records:
    - Stationary Source Permits, Authorities to Construct (AC) Permits, Inspections
    - New Permit Applications
    - Regulated Asbestos Projects (commercial construction projects)
    - Link to Complaint map
    - Link to Permit Map
- Launch Public Record Portal along with Public Record Request Form.
- Create and develop outreach material on how to access information.
  - Create video on how to use Public Record Portal.
  - Distribute outreach materials at community events.

## Goals (Quick)

- Increase availability of information on District Website.
- Educate the public on how to access public Information and how to file a public record act request.

## Estimated Timeline(s)

- **2026:** Gather input from Community about what information to include
- **Spring 2027:** Design page/information available as part of the Public Records Act Request (PRAR) Module development
- **Summer 2027:** Review information with Steering Committee and incorporate final feedback
- **Summer/Fall 2027:** Launch new portal/webpage and training material



## Tracking Metrics

- Number of webpage visits
- Number of permits downloaded
- Number of community events where materials are made available

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"><li>• Develop Public Record Portal/Webpage</li><li>• Develop How to Video with BERC</li></ul>
Sacramento County Business Environmental Resource Center (BERC)	<ul style="list-style-type: none"><li>• Develop How to Video with Sac Metro Air District</li></ul>



## Concern Category

Commercial Sources

## Strategy Type

- Business Education

## Strategy

Provide information to businesses on environmental regulations, availability of cleaner products, incentives, and other strategies to encourage them to make changes to their operations that will protect their employees, customers, and nearby residents.

## Actions

- Develop an educational program and related materials for businesses on various changes or strategies they can implement that will improve health and protect the environment.
- Connect with businesses to get firsthand experiences and to help structure the program and improve communications, including cultural and language barriers.
- Partner with businesses already implementing clean air strategies that can be used to demonstrate and highlight best practices for other businesses.
- Attend existing events to provide information to businesses that accommodate business owner availability, and determine appropriate channels of targeted outreach.
- Perform personalized door-to-door business outreach to share material and provide education.
- Coordinate with other relevant agencies on potential certification programs (e.g., Sacramento County's Business Environmental Resource Center's (BERC) Sustainable Business Program).
- Explore feasibility of partnering with specific agencies for indoor air pollution and leverage enforcement groups to share information and educate business owners.

## Goals (Medium-Term)

- Provide information to businesses whose operations can emit certain chemicals or pollutants that are unhealthy for their employees, customers, and potentially nearby residents.
- Encourage businesses to make changes to their operations that will protect their employees, customers, and nearby residents.

## Estimated Timeline(s)

- **2029:** Evaluate autobody shop and landscaping businesses that will be targeted for education and outreach
- **Jan – May 2029:** Work with other businesses, agencies and non-profits that have existing programs or requirements that can partner with community on business education efforts and/or provide already-developed material to the education efforts
- **Jun – Dec 2029:** Develop content and material that will be used at door-to-door outreach, existing events.
- **Jan – Jun 2030:** Schedule and implement door-to-door outreach and various outreach efforts for Business Type 1; assess success of events and revamp for additional education efforts
- **July – Dec 2030:** Schedule and implement door-to-door outreach and various outreach efforts for Business Type 2; assess success of events if additional education efforts are needed

## Tracking Metrics

- # of businesses contacted in door-to-door outreach events
- # of businesses that made any environmentally beneficial changes to their operations
- # of businesses certified in BERC's Sustainable Business Program

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"> <li>• Coordinate with partner agencies, organizations</li> <li>• Assist with outreach material development</li> <li>• Assist with outreach efforts</li> <li>• Schedule Workshops</li> <li>• Track Metrics</li> </ul>
<b>Potential Partner Agencies/Organizations:</b> <ul style="list-style-type: none"> <li>• Sacramento County Business Environmental Resource Center (BERC)</li> <li>• Breathe CA Sacramento Region</li> <li>• Sacramento Chamber of Commerce</li> <li>• Business Improvement Districts (PBID)</li> <li>• Community Steering Committee (CSC)</li> </ul>	<ul style="list-style-type: none"> <li>• Assist with identification of demonstration businesses</li> <li>• Assist with development of material and educational content</li> <li>• Assist with outreach efforts (e.g., door-to-door, workshops)</li> <li>• Provide program requirements to businesses</li> </ul>



# Incentives for Small Businesses - Hair and Nail Salons

## Strategy C-4a

12/2/2025



### Concern Category

Commercial Sources

### Strategy Type

Incentives

### Strategy

Providing incentives for nail and hair salons to get cleaner equipment, tools, products to use, air filters, access to better indoor ventilation systems, or lower emitting products

### Actions

- Develop a pilot program to share firsthand experiences.
- Evaluate types of incentives that would benefit nail and hair salons.
- Develop an incentive program for interested participants to apply.
- Distribute incentives to targeted communities impacted by indoor air pollution.

### Goals (Long-Term)

- Provide incentives to nail and hair salons to improve indoor air quality.

### Estimated Timeline(s)

The timeline and the following associated milestones will be established once additional funding becomes available:

- Develop incentive program for nail and hair salons
- Develop outreach material for the program
- Distribute outreach material as part of the business education strategy
- Implement and execute incentives program
- Evaluate number of participants and continue engaging with the community as needed, pending availability of funds

### Tracking Metrics

- Transparent reporting on number of salons that participated
- # incentive dollars used
- Track number of interested participants and number of participants who apply for incentive

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"><li>• Coordinate with nonprofits like Sac350 for educational materials and leverage programs that have run in the past</li><li>• Develop incentive program</li></ul>
Community-based organization or non-profit (i.e. Sac350, Breathe California Sacramento Region)	<ul style="list-style-type: none"><li>• Conduct community outreach</li><li>• Manage participant list and reporting</li><li>• Oversee program operations</li><li>• Create/review educational materials</li></ul>

# Incentives for Small Businesses - Autobody Shops

## Strategy C-4b

12/2/2025



### Concern Category

Commercial Sources

### Strategy Type

Incentives

### Strategy

Providing incentives for autobody shops to get cleaner equipment, tools, products to use, air filters, access to better indoor ventilation systems, or lower emitting products

### Actions

- Develop a pilot program to share firsthand experiences.
- Evaluate types of incentives that would benefit autobody shops.
- Develop an incentive program for interested participants to apply.
- Distribute incentives to targeted communities impacted by indoor air pollution.

### Goals (Long-Term)

- Provide incentives to autobody shops to improve indoor air quality.

### Estimated Timeline(s)

The timeline and the following associated milestones will be established once additional funding becomes available:

- Develop incentive program for autobody shops; develop outreach material for the program
- Distribute outreach material as part of the business education strategy
- Implement and execute incentives program
- Evaluate number of participants and continue engaging with the community as needed, pending availability of funds

### Tracking Metrics

- Transparent reporting on number of autobody shops that participated
- # incentive dollars used
- Track number of interested participants and number of participants who apply for incentive



## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"><li>• Coordinate with nonprofits like Sac350 for educational materials and leverage programs that have run in the past</li><li>• Develop incentive program</li></ul>
Community-based organization or non-profit (i.e. Sac350, Breathe California Sacramento Region)	<ul style="list-style-type: none"><li>• Conduct community outreach</li><li>• Manage participant list and reporting</li><li>• Oversee program operations</li><li>• Create/review educational materials</li></ul>

# Incentives for Small Businesses - Landscaping (Lawn and Garden)

## Strategy C-4c

12/2/2025



### Concern Category

Commercial Sources

### Strategy Type:

Incentives

### Strategy

Providing incentives for landscaping businesses to get cleaner equipment

### Actions

- Develop a pilot program to share firsthand experiences.
- Evaluate types of incentives that would benefit landscaping businesses.
- Develop an incentive program for interested participants to apply.
- Distribute incentives to targeted communities impacted by indoor air pollution.

### Goals (Long-Term)

- Provide incentives to landscaping businesses to swap older gas powered equipment for electric lawn and garden tools to improve indoor air quality.

### Estimated Timeline(s)

- **Mid-2026:** Develop incentive program for landscaping businesses; develop outreach material for the program
- **End-2026:** Distribute outreach material as part of the business education strategy
- **Early-2027:** Implement and execute incentives program
- **Late-2027:** Evaluate number of participants and continue engaging with the community as needed, pending availability of funds

### Tracking Metrics

- Transparent reporting on number of landscaping businesses that participated
- # incentive dollars used
- Track number of interested participants and number of participants who apply for incentive

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"><li>• Coordinate with nonprofits like Sac350 for educational materials and leverage programs that have run in the past</li><li>• Enhance the District's commercial lawn and garden program to do focused outreach to the community</li></ul>
Community-based organization or non-profit (i.e. Sac350, Breathe California Sacramento Region)	<ul style="list-style-type: none"><li>• Conduct community outreach</li><li>• Manage participant list and reporting</li><li>• Oversee program operations</li><li>• Create/review educational materials</li></ul>



# Source Investigation and Focused Enforcement Strategy C-5

12/2/2025



## Concern Category

Commercial Sources

## Strategy Type:

- Enforcement

## Strategy

Ensure all commercial sources are compliant by conducting unpermitted source investigations and other focused enforcement efforts

## Actions

- Year 1: The District will run an unpermitted source identification program (USIP) for the new areas in the expanded community boundaries.
- USIP Program:
  - Using readily available business data, the District will screen businesses in expanded boundary to determine if they need a permit.
  - Issue notices to business operating without a permit.
  - Report out on results:
    - Exempt Businesses
    - Businesses that needed a permit
- Year 2: Focused Enforcement as identified from CSC.
  - Based on feedback from USIP Results the District will review priorities/concerns with CSC.
  - Based on Enforcement concerns from CSC the District will execute a strategy to address these concerns and report back to CSC.

## Goals (Medium-Term)

- Ensure compliance for businesses in expanded community boundary.

## Estimated Timeline(s)

The timeline and the following associated milestones will be established once additional funding becomes available:

- Execute USIP Program
- Report out on results
- Focused Enforcement initiatives

## Tracking Metrics

- Number sources screened
- Number of Notices of Violation (NOVs) and Notices to Comply (NTCs) issued
- Compliance Rate

## Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District Compliance Team	<ul style="list-style-type: none"><li>• Run dedicated USIP Program in expanded boundaries</li></ul>

# Public Transparency with Permitted Sources - Violations

## Strategy C-6

12/2/2025



### Concern Category

Commercial Sources

### Strategy Type:

- Public Education
- Increase Access to Information

### Strategy

Make compliance information about permitted sources, including violations and the type of violations, available to the public

### Actions

- Develop a report of resolved violations for permitted sources, listed by sources and addresses that spans the last three years.
- Include a description and agreed-upon way of communicating the severity of the violation. (Must be approved by District Legal Office.)
- Publish quarterly violation reports on the District's AB 617 community webpage.
- Share the webpage through the District's social media platforms.
- Share the report with the Board of Directors.
- Share the webpage at other relevant district meetings.

### Goals (Quick)

- Enhance transparency in air quality enforcement by sharing clear and accessible information with the public in a way that builds trust and supports community understanding.

### Estimated Timeline(s)

The timeline and the following associated milestones will be established once additional funding becomes available:

- 3 months to develop and get feedback/input from the community
- Quarterly summary report on violations for permitted sources

### Tracking Metrics

- Completion of the report every quarter
- Number of webpage visits
- Number of report downloads
- Number of social media impressions

### Implementing Agency, Organization, Other Entity, or Potential Partner(s)

Name	Responsibilities
Sac Metro Air District	<ul style="list-style-type: none"><li>• Develop a Report, implement publishing the report, and release on social media platforms</li></ul>