

Update on Program Activities Revenue and Budget

Industrial Hemp Advisory Board Meeting

November 18, 2021

Current Registration – 11/15/2021

| Registration Type | Counties | Registrants | Registered Sites | Registered Acreage |
|-------------------|----------|-------------|------------------|--------------------|
| Grower | 32 | 259 | 374 | 6,260 |
| Breeders | 12 | 14 | 25 | 262 |
| Total | 32 | 273 | 399 | 6,522 |

- Counties with the most registrants
 - San Bernardino (72 registrants)
 - San Diego (36 registrants)
- Counties with the most registered acres
 - Riverside (1,271 acres)
 - Fresno (1,223 acres)

A monthly registration summary is available on CDFA's Industrial Hemp Program webpage.

Revenue Update

| Fiscal Year | Registration Fees Collected |
|--------------------|------------------------------------|
| 2018/2019 | \$259,200 |
| 2019/2020 | \$576,000 |
| 2020/2021 | \$456,300 |
| 2021/2022 | \$87,300* |
| Total | \$1,373,300 |

* Includes fees received through November 10, 2021

Budget Summary

| | PPPY FY 2018/19 | PPY FY 2019/20 | PY FY 2020/21 | CY FY 2021/22 |
|---|--------------------|--------------------|--------------------|--------------------|
| TOTAL PERSONAL SERVICES | \$207,662 | \$600,434 | \$651,474 | \$657,468 |
| TOTAL OPERATING EXPENSES & EQUIPMENT | \$51,993 | \$89,189 | \$135,082 | \$337,939 |
| COUNTY AGREEMENTS | \$198,726 | \$1,281,427 | \$1,016,425 | \$1,168,889 |
| TOTAL COST RECOVERY | (\$497) | (\$24,766) | (\$49,048) | (\$49,048) |
| TOTAL BUDGET | \$457,884 | \$1,946,284 | \$1,753,933 | \$2,115,248 |

Fund Condition

| | PPY 2018/19 | PPY 2019/20 | PY FY 2020/21 | CY FY 2021/22 |
|---------------------------------|--------------------|----------------------|----------------------|----------------------|
| BEGINNING RESERVE BALANCE | (\$125,703) | (\$324,387) | (\$1,694,903) | (\$2,992,536) |
| REVENUE CATEGORIES | | | | |
| Registration Fees | \$259,200 | \$576,000 | \$456,300 | \$495,000 |
| Interest & Miscellaneous Income | \$0 | (\$232) | \$0 | \$0 |
| TOTAL REVENUE | \$259,200 | \$575,768 | \$456,300 | \$495,000 |
| EXPENDITURES | | | | |
| Personnel Services | \$207,662 | \$600,434 | \$651,474 | \$657,468 |
| Operating Exp & Equipment | \$51,993 | \$89,189 | \$135,082 | \$337,939 |
| County Agreements | \$198,726 | \$1,281,427 | \$1,016,425 | \$1,168,889 |
| COST RECOVERY | | | | |
| Reimbursement 224c - Admin | (\$497) | (\$24,766) | (\$49,048) | (\$49,048) |
| TOTAL EXPENDITURES | \$457,884 | \$1,946,284 | \$1,753,933 | \$2,115,248 |
| ENDING RESERVE BALANCE | (\$324,387) | (\$1,694,903) | (\$2,992,536) | (\$4,612,784) |

The Department recommends that programs maintain a reserve of between 1/3 and 1/2 of its annual expenditures