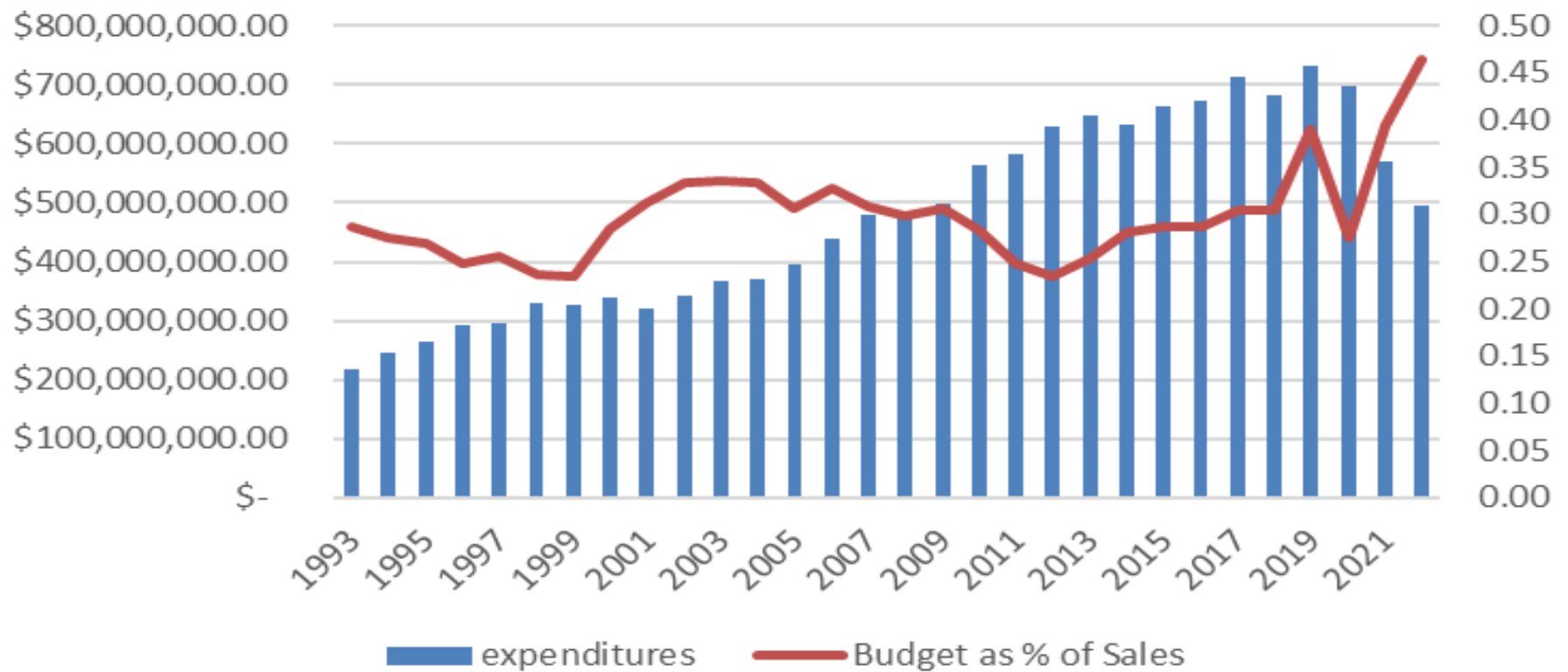
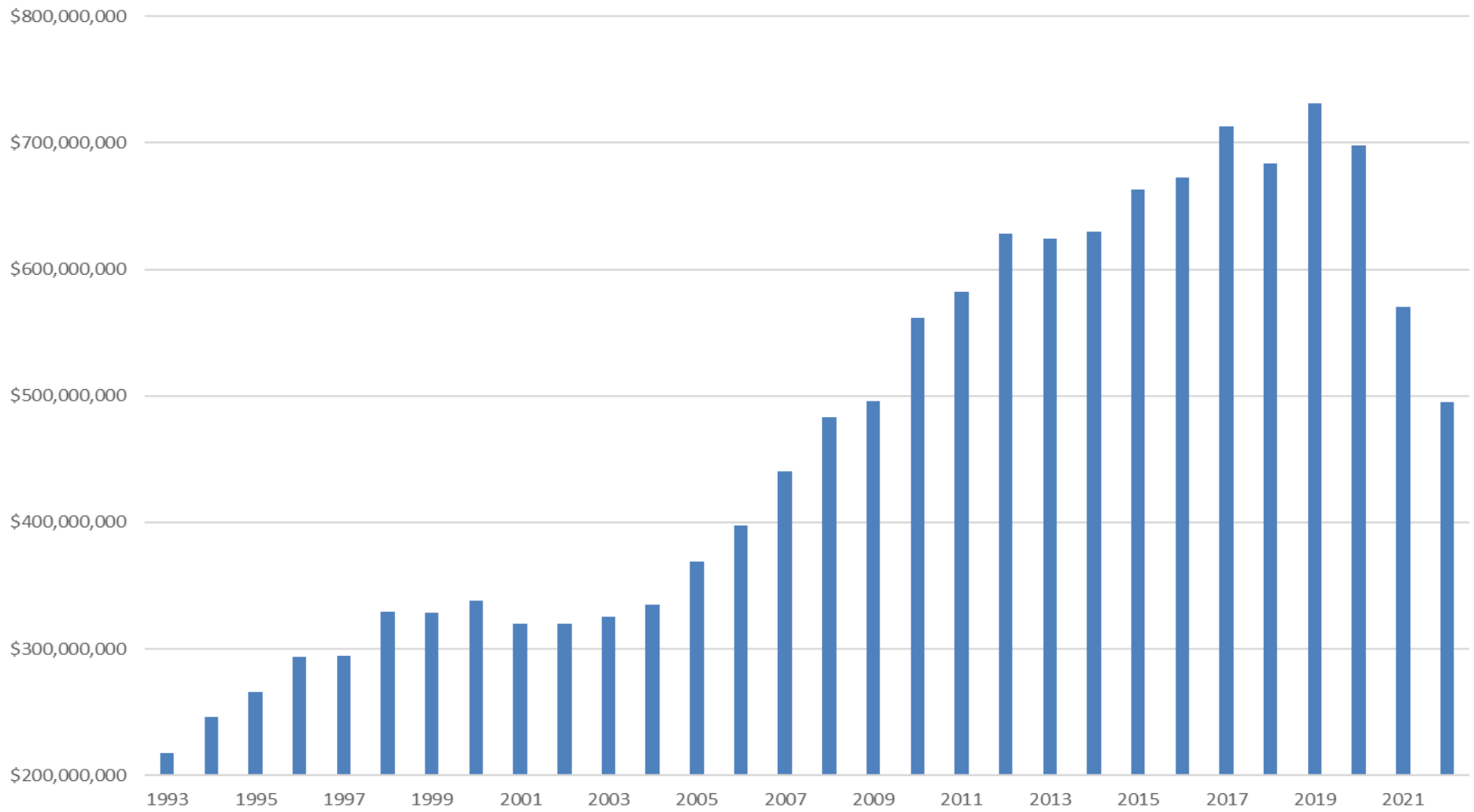


Expenditures as a percent of sales



Annual Value Seed Sold in CA \$



Assessment Projection	CY Projection FY22/23	Projection for 2023/24	Projection for 2024/25					
			0.3	0.32	0.34	0.36	0.38	0.4
BEGINNING CASH BALANCE	1,387,951	1,163,099	856,227	856,227	856,227	856,227	856,227	856,227
REVENUE CATEGORIES								
Assessment \$	1,955,719	2,000,000	2,000,000	2,133,333	2,266,667	2,400,000	2,533,333	2,666,667
License Fees	18,500	18,000	18,000	18,000	18,000	18,000	18,000	18,000
Penalties	38,000	0	0	0	0	0	0	0
TOTAL REVENUE	2,012,219	2,018,000	2,018,000	2,151,333	2,284,667	2,418,000	2,551,333	2,684,667
Reimbursement 224c - Admin	58,658	58,658	This has varied from 26K to 85K in the last 5 years					
TOTAL RESOURCES before Expenditures	3,458,828	3,239,757	2,874,227	3,007,560	3,140,894	3,274,227	3,407,560	3,540,894
EXPENDITURES								
Seed Services	1,219,418	1,259,274	\$1,303,349	\$1,303,349	\$1,303,349	\$1,303,349	\$1,303,349	\$1,303,349
Seed Laboratory	706,311	754,255	780,654	780,654	780,654	780,654	780,654	780,654
Ag Commissioners	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
UCD SBC and FY 21/22 Industry Study	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
TOTAL EXPENDITURES (BUDGET)	2,295,729	2,383,529	\$2,454,003	\$2,454,003	\$2,454,003	\$2,454,003	\$2,454,003	\$2,454,003
ENDING CASH BALANCE	1,163,099	856,227	\$420,224	553,558	686,891	820,224	953,558	1,086,891
Reserve Calculation: The amount required to keep in balance = 1/4 budget (expenditures)	573,932	595,882	\$613,501	613,501	613,501	613,501	613,501	613,501
CASH LESS RESERVES	589,167	260,345	-\$193,276	-\$59,943	\$73,390	\$206,724	\$340,057	\$473,390