

|   | PPY<br>FY 2018-19<br>As of<br>9/11/2020 | PY<br>FY 2019-20<br>Not Finalized | CY<br>FY 2020-21<br>Board<br>Approved | Proposed<br>FY 2021-22             |
|---|---|-----------------------------------|---------------------------------------|------------------------------------|
| Permanent Sal                                     | 506,694                                 | 514,442                           | 599,508                               | 527,487                            |
| Temporary Help Sal                                | 147,779                                 | 136,780                           | 16,400                                | 0                                  |
| Staff Benefits                                    | 342,419                                 | 330,520                           | 262,768                               | 300,333                            |
| Salary & Benefit Recovery                         | -189,270                                | -103,639                          | 0                                     | 0                                  |
| <b>TOTAL PERSONNEL SERVICES</b>                   | <b>807,622</b>                          | <b>878,103</b>                    | <b>878,675</b>                        | <b>827,820</b>                     |
| General Expenses (including IT)                   | 13,232                                  | 13,604                            | 5,000                                 | 13,000                             |
| Printing  | 578                                     | 134                               | 1,700                                 | 1,700                              |
| Communications                                    | 5,651                                   | 5,384                             | 4,360                                 | 4,360                              |
| Postage   | 578                                     | 404                               | 2,200                                 | 2,200                              |
| Insurance-Vehicles                                | 2,001                                   | 1,942                             | 1,300                                 | 1,300                              |
| Travel In-State                                   | 12,601                                  | 6,664                             | 15,000                                | 15,000                             |
| Travel Out-of-State                               | 32                                      | 0                                 | 8,291                                 | 8,291                              |
| Training  | 1,100                                   | 2,060                             | 1,500                                 | 1,500                              |
| Facilities  | 24,210                                  | 28,191                            | 28,500                                | 29,000                             |
| Utilities   | 1,320                                   | 1,097                             | 1,300                                 | 1,300                              |
| Cons & Prof                                       | 23                                      | 0                                 | 7,500                                 | 7,500                              |
| Interdeptl Charges                                |   |                                   |                                       |                                    |
| <i>Division - Indirect</i>                        | 55,653                                  | 58,435                            | 59,666                                | 88,000                             |
| <i>Dept. - Indirect - Exec/Admin</i>              | 97,177                                  | 143,884                           | 108,291                               | 108,291                            |
| <i>Plant IT</i>                                   | 40,423                                  | 44,500                            | 49,744                                | 50,000                             |
| <i>Centralized Svs</i>                            | 0                                       | 0                                 | 1,685                                 | 1,600                              |
| Pro Rata  | 66,872                                  | 99,062                            | 99,062                                | 99,062                             |
| SB 84 (FY18/19-FY24/25)                           | 13,235                                  | 30,774                            | 30,774                                | 30,774                             |
| Equipment   | 36,791                                  | 0                                 | 5,000                                 | 5,000                              |
| Field Expenses/Agri Supplies                      | 2,348                                   | 3,998                             | 2,000                                 | 2,000                              |
| Vehicle Operations                                | 10,555                                  | 14,692                            | 14,035                                | 14,035                             |
| Other Misc. Charges (PY Expend & neg 24c)         | -26,401                                 | -47,144                           | -27,000                               | -27,000                            |
| <b>Subtotal Oper Exp/Equip</b>                    | <b>357,977</b>                          | <b>400,504</b>                    | <b>419,907</b>                        | <b>456,913</b>                     |
| Ag Commissioners                                  | 120,000                                 | 120,000                           | 120,000                               | 120,000                            |
| Research Contracts UCD SBC                        | 189,487                                 | 157,441                           | 250,000                               | 250,000                            |
| Seed Laboratory                                   | 607,123                                 | 631,271                           | 640,522                               | 666,755                            |
| <b>TOTAL OPER EXP/EQUIP</b>                       | <b>1,274,587</b>                        | <b>1,309,216</b>                  | <b>1,430,429</b>                      | <b>1,493,668</b>                   |
| <b>TOTAL BUDGET w Personnel &amp; Benefits</b>    | <b>\$2,082,209</b>                      | <b>\$2,187,318</b>                | <b>\$2,309,105</b>                    | <b>\$2,321,488</b>                 |
|   | FY 18/19<br>Approved<br>5/10/2017       | FY 19/20<br>Approved<br>5/3/2018  | FY 20/21<br>Approved<br>5/9/2019      | FY 21/22<br>Proposed<br>10/13/2020 |
| versus Previously approved by Seed Advisory Board | \$2,134,963                             | \$2,295,421                       | \$2,432,650                           | PENDING                            |
|   | Proj EOY                                | Proj EOY                          | Proj EOY                              | not                                |
| % of Approved Budget Expended                     | 98%                                     | 95%                               | 95%                                   | occurred                           |

# FUND CONDITION FOR SEED SERVICES

|   | PPY 2018/2019   | PY 2019/20<br>Not Finalized                           | CY 2020/2021<br>Board Approved                        | Projection for 2021/2022                              |
|---|---|---|---|---|
| <b>BEGINNING CASH BALANCE</b>   | <b>\$ 1,402,164</b>                                   | <b>\$ 1,561,394</b>                                   | <b>\$ 1,530,592</b>                                   | <b>\$ 1,485,759</b>                                   |
| <b>REVENUE CATEGORIES</b>   | with assessment at 30 cents /\$100 sales made in 2017 | with assessment at 30 cents /\$100 sales made in 2018 | with assessment at 30 cents /\$100 sales made in 2019 | with assessment at 30 cents /\$100 sales made in 2020 |
| Assessment \$   | 2,156,396   | 2,053,697   | 2,205,764   | 1,955,408   |
| Miscellaneous   | 55  | 365   | 365   | -   |
| License Fees  | 23,800  | 25,880  | 24,000  | 24,000  |
| Penalties   | 651   | 58,430  | 16,000  | 7,698   |
| Interest  | 60,536  | 18,143  | 18,143  | 18,143  |
| Interest from Infrfund Loan   | 1   | -   | -   | -   |
| <b>TOTAL REVENUE</b>  | <b>2,241,439</b>                                      | <b>2,156,516</b>                                      | <b>2,264,272</b>                                      | <b>2,005,249</b>                                      |
| Reimbursement 224c - Admin  | 26,401  | 47,144  | 27,000  | 27,000  |
| PY & PPY Adjustments and Encumbrances   | -   | -   | -   | -   |
| <b>TOTAL RESOURCES before Expenditures</b>  | <b>\$ 3,670,005</b>                                   | <b>\$ 3,765,054</b>                                   | <b>\$ 3,821,864</b>                                   | <b>\$3,518,009</b>                                    |
| <b>EXPENDITURES</b>   |   |   |   |   |
| Seed Services   | 1,192,000   | 1,325,750   | 1,325,583   | 1,311,733   |
| Seed Laboratory   | 607,123   | 631,271   | 640,522   | 666,755   |
| Ag Commissioners  | 120,000   | 120,000   | 120,000   | 120,000   |
| UCD SBC   | 189,487   | 157,441   | 250,000   | 250,000   |
| <b>TOTAL EXPENDITURES (BUDGET)</b>  | <b>2,108,610</b>                                      | <b>2,234,462</b>                                      | <b>2,336,105</b>                                      | <b>2,348,488</b>                                      |
| <b>ENDING CASH BALANCE (Resources - Expenditures)</b>                                   | <b>\$ 1,561,394</b>                                   | <b>\$1,530,592</b>                                    | <b>\$ 1,485,759</b>                                   | <b>\$1,169,520</b>                                    |
| <b>AG TRUST FUND</b>  |   |   |   |   |
| Interest  | \$135,633   | \$138,513   | \$139,159   | \$139,911   |
|   | \$2,880   | \$752   | \$752   | \$752   |
| <b>ENDING AG TRUST (RESERVE)</b>  | <b>\$138,513</b>                                      | <b>\$139,265</b>                                      | <b>\$139,911</b>                                      | <b>\$140,663</b>                                      |
| <b>Notes of Interest</b>  |   |   |   |   |
| Reserve Calculation: The amount required to keep in balance = 1/4 budget (expenditures) | \$527,153   | \$558,616   | \$584,026   | \$587,122   |
| Number of Licenses  | 633   | 628   | 600   | 600   |
| Reported Value of Seed Sold PY in CA  | \$718,798,587   | \$684,565,723   | \$735,254,667   | \$735,254,667   |
| Assessment Rate   | 0.30  | 0.30  | 0.30  | 0.30  |
| <b>Projections versus Actuals</b>   | <b>FY 18/19</b>                                       | <b>FY 19/20</b>                                       | <b>FY 20/21</b>                                       | <b>FY 21/22</b>                                       |
| Approved by Board at Prior Meetings   | \$2,134,963   | \$2,295,421   | \$2,432,650   | Pending   |
| Estimated Total Expenditure   | \$2,108,610   | \$2,234,462   | \$2,336,105   | Seeking   |
| Difference SAB Approv-Proj Expend   | \$26,353  | \$60,959  | \$96,545  | -   |
| % of approved budget spent  | est 2% under  | Not yet occurred                                      | Not yet occurred                                      | Not yet occurred                                      |