

ATTACHMENT A

Monterey County Treasurer-Tax Collector  
Commercial Cannabis Business License and Tax Collection Functions  
Estimated Expenditures and Revenue

<u>Expenditures</u>	<u>2016-17<sup>1</sup></u> <i>(4 mos.)</i>	<u>2017-18</u> <i>(12 mos.)</i>
• Salary and Benefits <i>(Step 7)</i>		
--Accountant III	43,923	131,770
--Accounting Technician	28,836	86,507
--Management Analyst III	47,594	142,783
<b>Total Salaries &amp; Benefits:</b>	<b>\$ 120,353</b>	<b>\$ 361,060</b>
<u>Equipment, Services &amp; Supplies</u>		
• 3 PCs, 6 monitors, software, installation (FY17: \$1,800/ea x 3)	5,400	-
• 3 Telephones (FY17: \$50/mo x 4 mos. = \$200 x 3)	600	-
• 1 Currency counter/discriminator (multi-pocket/advanced counterfeit detection) <sup>2</sup>	19,004	2,074
• Treasury cash handling supplies (currency trays, sorters, seals, straps, lock bags, etc.)	2,300	800
• Glass-topped conference table (secure cash collection/counting room)	2,500	
• 4 drawer locking, rolling cabinet (teller bus)	1,200	
• I.T. access and support (FY17: \$162.56/mo. x 4 mos. = \$650.24/ea x 3)	1,951	-
• Annual I.T., telecom, insurance, internal service charges per FTE (\$12,251 x 3 FTE/yr)		36,754
• Armed private security (3 days/qtr = \$684)	1,368	2,736
<b>Total Equipment, Services &amp; Supplies:</b>	<b>\$ 34,323</b>	<b>\$ 42,364</b>
<u>Facility Security Improvements</u>		
• Facility and security enhancements (Treasury)	73,815	-
<b>Total Internal/External Services:</b>	<b>\$ 73,815</b>	<b>\$ -</b>
<b>Total New Expenditures:</b>	<b>\$ 228,491</b>	<b>\$ 403,424</b>
<u>Revenue</u>		
Number of first-time Commercial Cannabis Business License Applications	5	145
Cost per application <i>(non-refundable)</i>	\$ 235	\$ 235
<b>Estimated one-time (per application) revenue:</b>	<b>\$ 1,173</b>	<b>\$ 34,003</b>
Number of Commercial Cannabis Business License Renewals	-	5
Annual License Renewal Fee	\$ 98	\$ 98
<b>Estimated Business License Renewal Revenue:</b>	<b>\$ -</b>	<b>\$ 492</b>
<b>Total Estimated Annual Revenue:</b>	<b>\$ 1,173</b>	<b>\$ 34,494</b>
<b>Estimated General Fund Contribution:</b>	<b>\$ 227,319</b>	<b>\$ 368,930</b>

<sup>1</sup> FY 2016-17 staffing costs assume March 1, 2017 hire date

<sup>2</sup> FY 2017-18 reflects full-year annual maintenance cost