# General Fund Net Revenues

## FY 2018-19



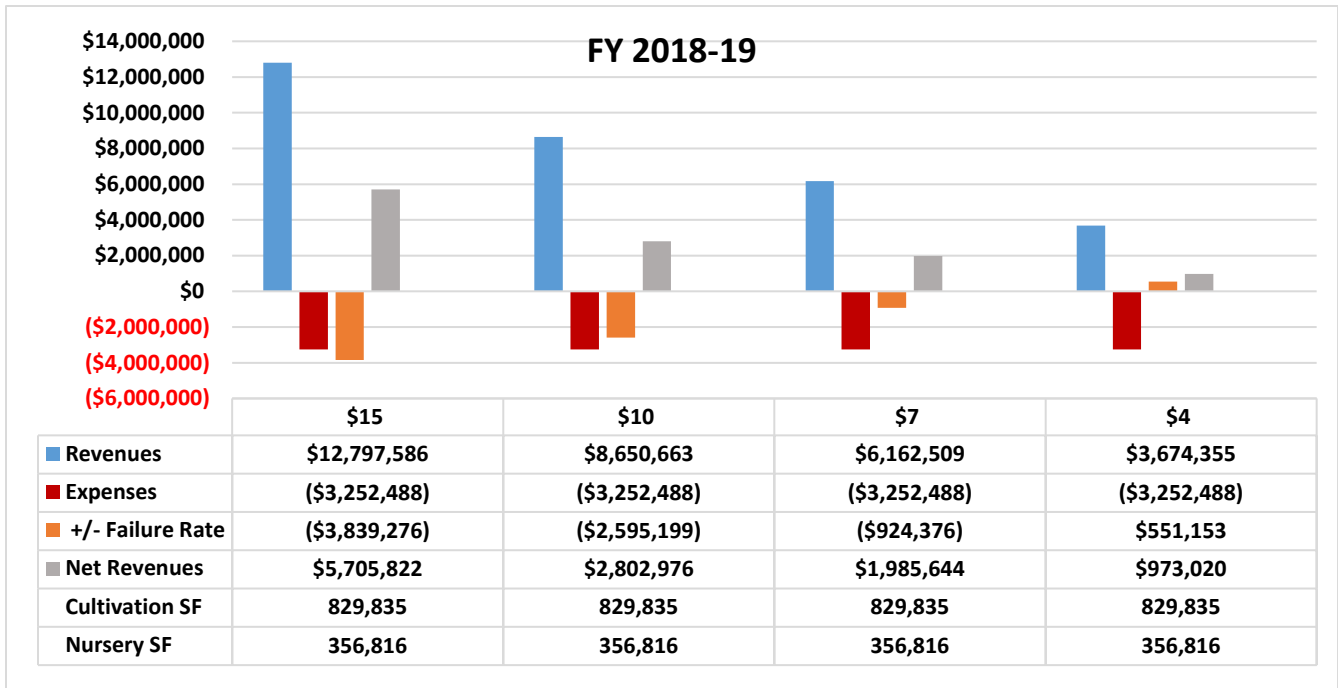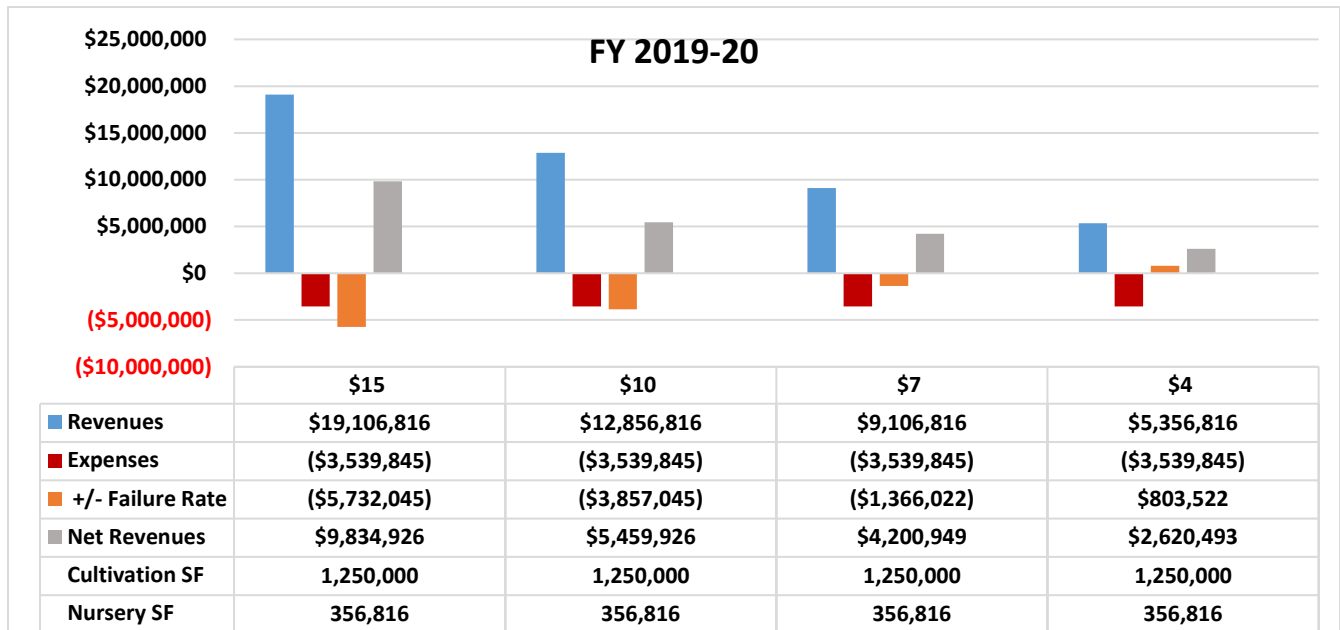|  | $15 | $10 | $7 | $4 |
|---|---|---|---|---|
| ■ Revenues | $12,797,586 | $8,650,663 | $6,162,509 | $3,674,355 |
| ■ Expenses | ($3,252,488) | ($3,252,488) | ($3,252,488) | ($3,252,488) |
| ■ +/- Failure Rate | ($3,839,276) | ($2,595,199) | ($924,376) | $551,153 |
| ■ Net Revenues | $5,705,822 | $2,802,976 | $1,985,644 | $973,020 |
| Cultivation SF | 829,835 | 829,835 | 829,835 | 829,835 |
| Nursery SF | 356,816 | 356,816 | 356,816 | 356,816 |

Assumptions:
Revenue is based on an average annualized sq. ft. of canopy as of April 6, 2018.
Expenses are the proposed program expenses.
Failure rate is based on an estimation of -30% for the $15 and $10 rates, -15% at $7, and an increase at $4.

## FY 2019-20



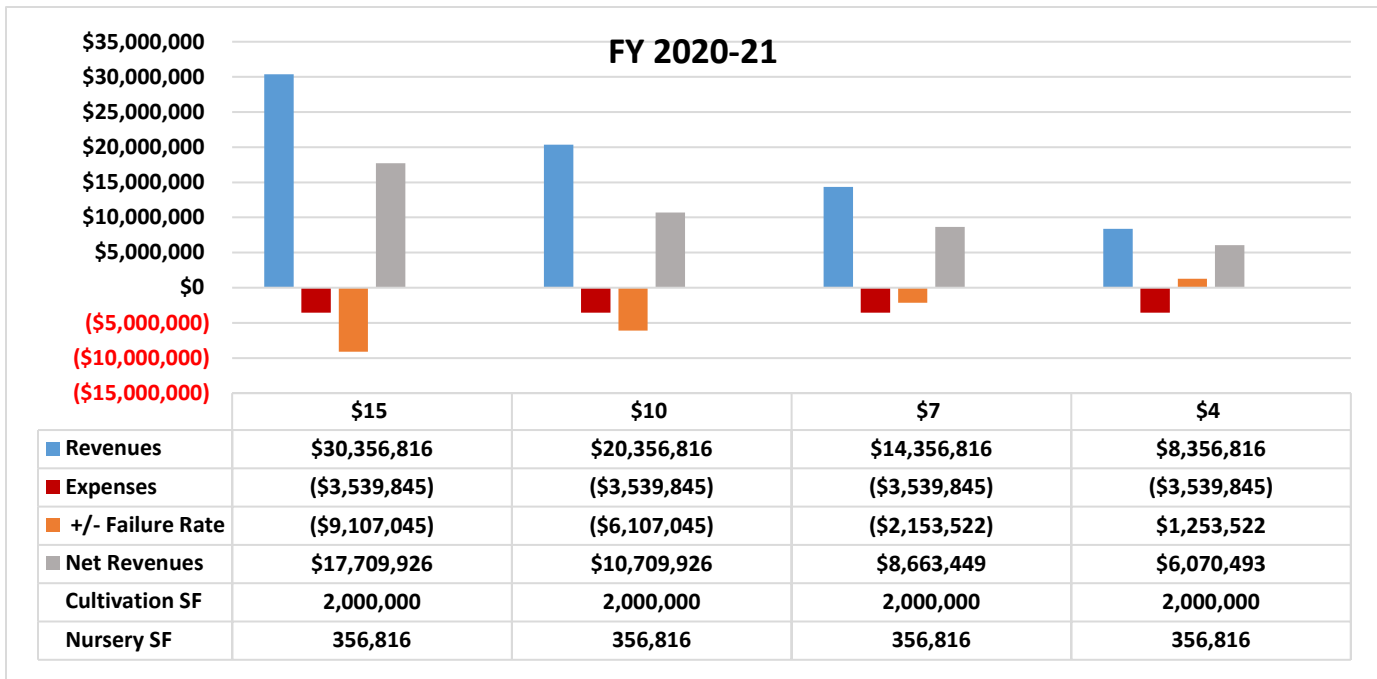|  | $15 | $10 | $7 | $4 |
|---|---|---|---|---|
| ■ Revenues | $19,106,816 | $12,856,816 | $9,106,816 | $5,356,816 |
| ■ Expenses | ($3,539,845) | ($3,539,845) | ($3,539,845) | ($3,539,845) |
| ■ +/- Failure Rate | ($5,732,045) | ($3,857,045) | ($1,366,022) | $803,522 |
| ■ Net Revenues | $9,834,926 | $5,459,926 | $4,200,949 | $2,620,493 |
| Cultivation SF | 1,250,000 | 1,250,000 | 1,250,000 | 1,250,000 |
| Nursery SF | 356,816 | 356,816 | 356,816 | 356,816 |

Assumptions:
Revenue is based on the industry estimation of 1.25M sq. ft. of canopy.
Expenses are based on an estimated increase (health insurance and pension) of 5%.
Failure rate is based on an estimation of -30% for the $15 and $10 rates, -15% at $7, and an increase at $4.

MONTEREY COUNTY
cannabis

# General Fund Net Revenues

## FY 2020-21

|  | $15 | $10 | $7 | $4 |
|---|---|---|---|---|
| ■ Revenues | $30,356,816 | $20,356,816 | $14,356,816 | $8,356,816 |
| ■ Expenses | ($3,539,845) | ($3,539,845) | ($3,539,845) | ($3,539,845) |
| ■ +/- Failure Rate | ($9,107,045) | ($6,107,045) | ($2,153,522) | $1,253,522 |
| ■ Net Revenues | $17,709,926 | $10,709,926 | $8,663,449 | $6,070,493 |
| Cultivation SF | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |
| Nursery SF | 356,816 | 356,816 | 356,816 | 356,816 |

Assumptions:
Revenue is based on the industry estimation of 1.25M sq. ft. of canopy.
Expenses are based on an estimated increase (health insurance and pension) of 5%.
Failure rate is based on an estimation of -30% for the $15 and $10 rates, -15% at $7, and an increase at $4.

Attachment B