

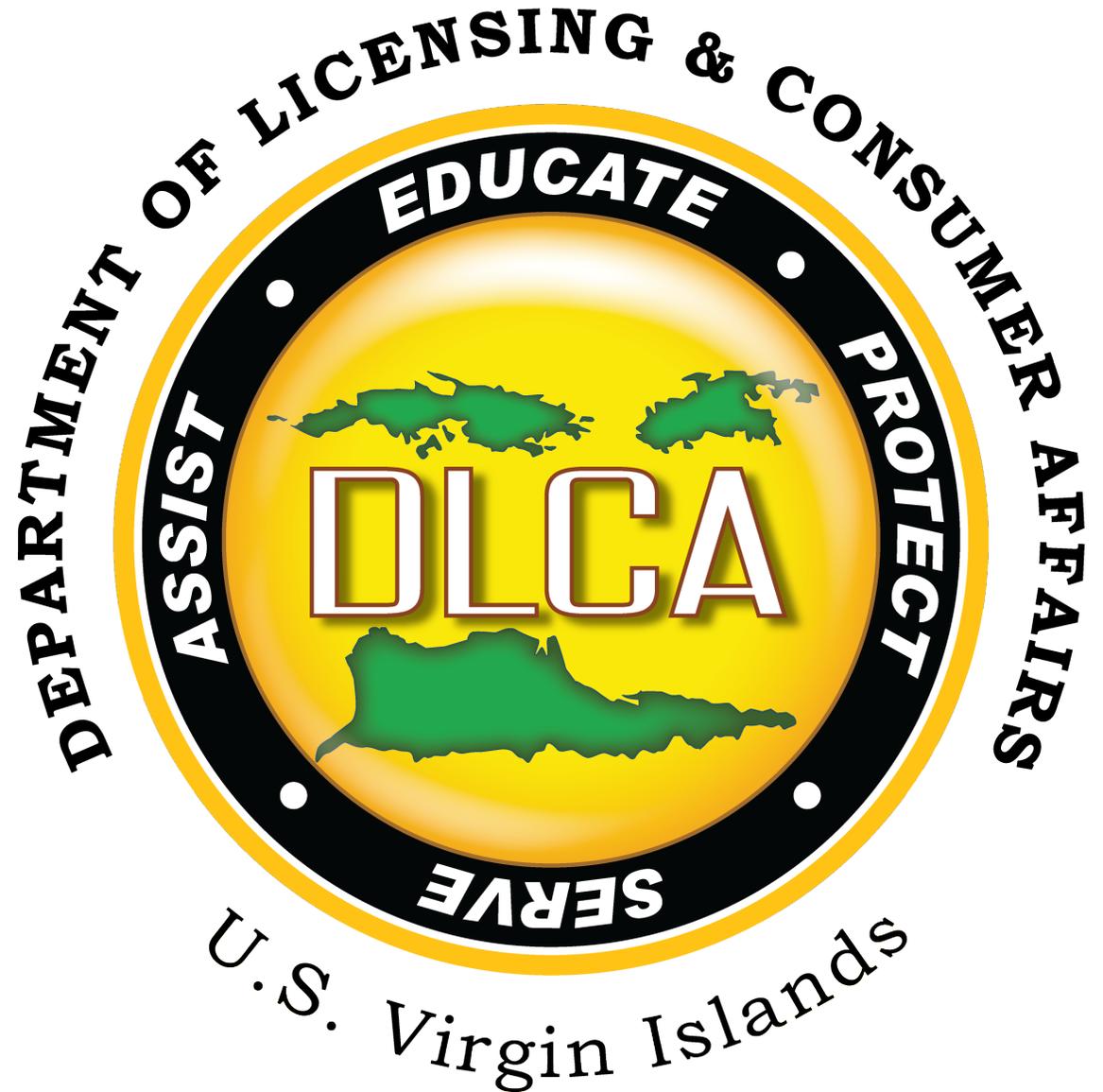
**OMB
REVENUE
ESTIMATING
CONFERENCE**

MARCH 25, 2022

PRESENTER:

RICHARD T. EVANGELISTA, ESQ.

COMMISSIONER



DIVISION OF LICENSING

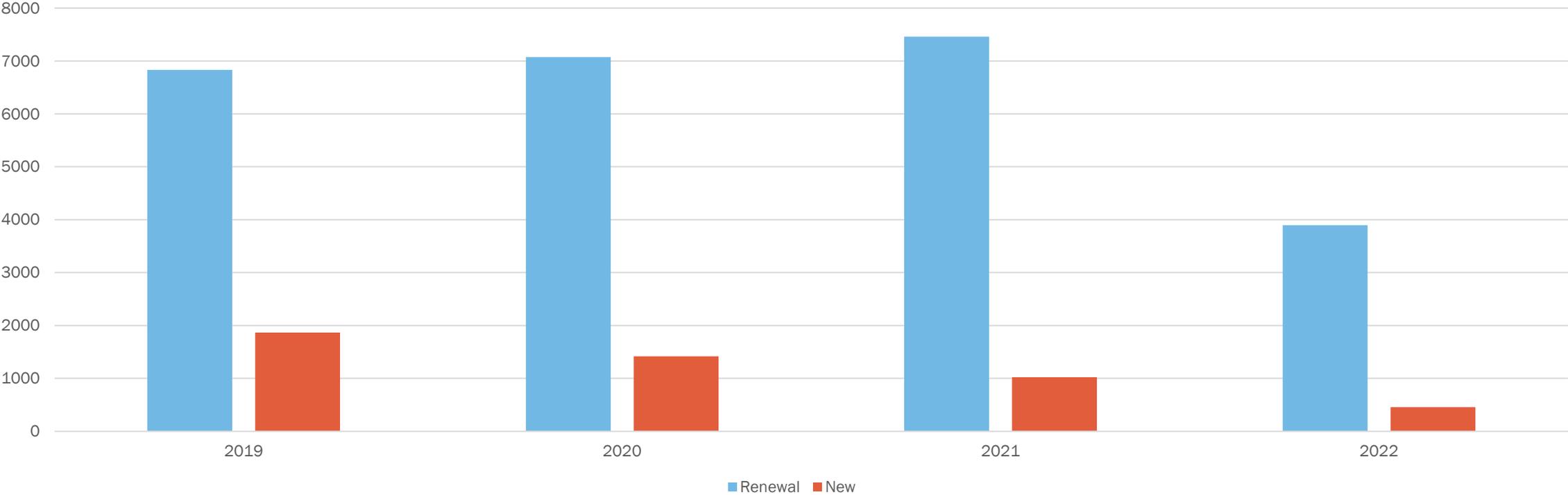
DIRECTOR HORACE GRAHAM

ASSISTANT DIRECTOR KARLEEN JEFFERS

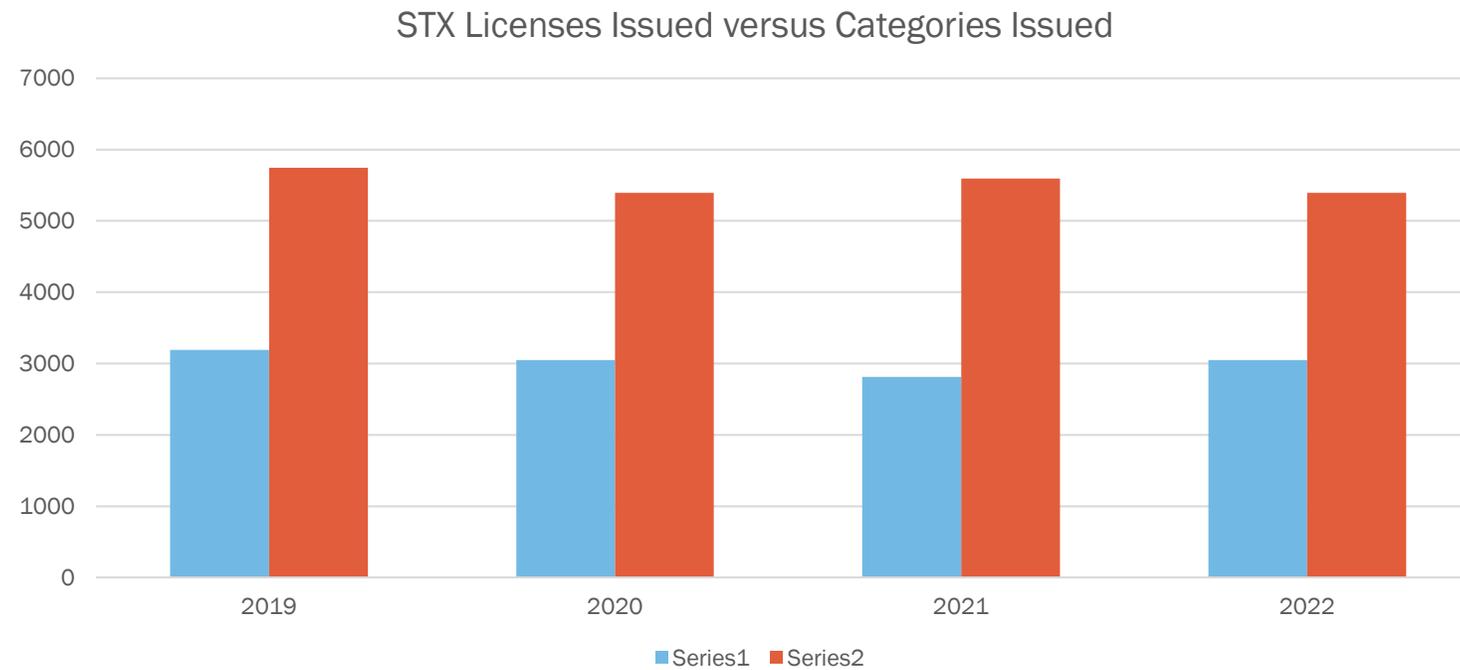
STX – 3 LICENSING OFFICERS 1 CASHIER

STT – 5 LICENSING OFFICERS 1 CASHIER

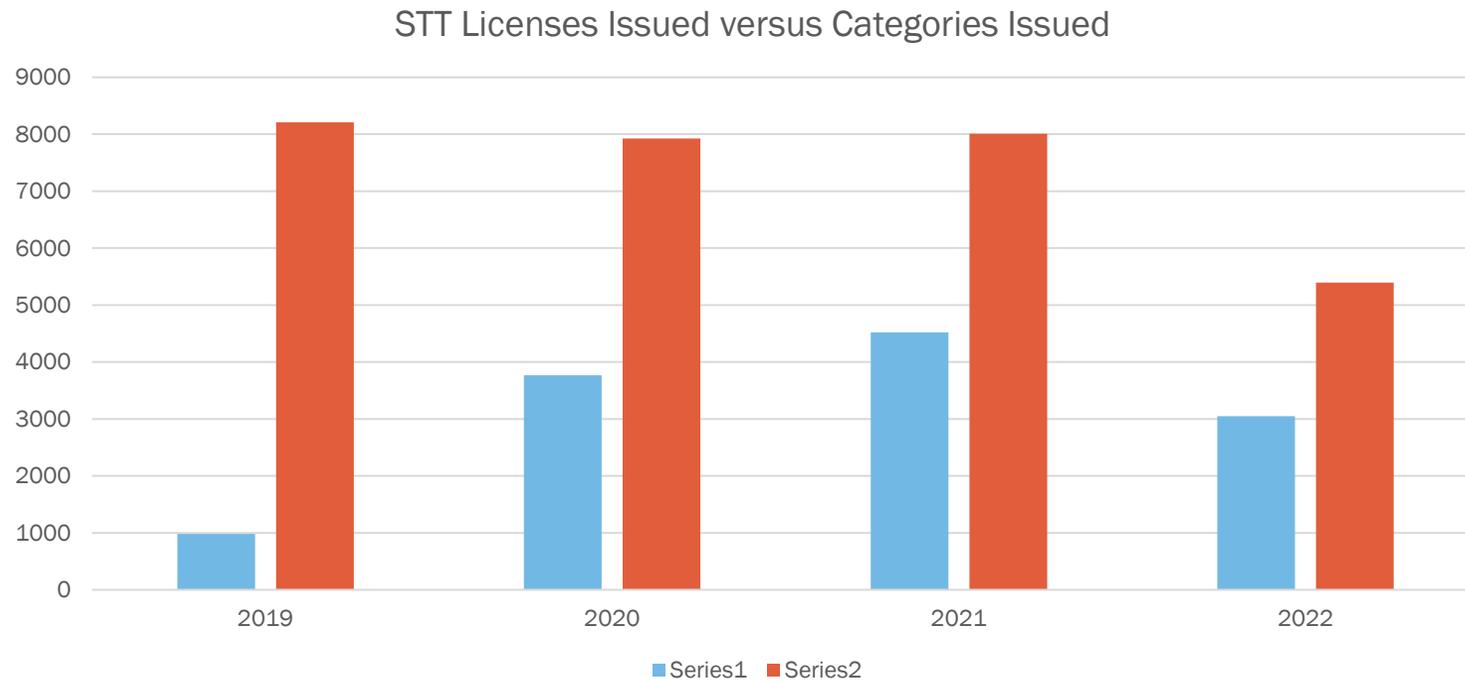
FY 2019 TO DATE
OF BUSINESSES LICENSES ISSUED
OF NEW BUSINESS LICENSES ISSUED



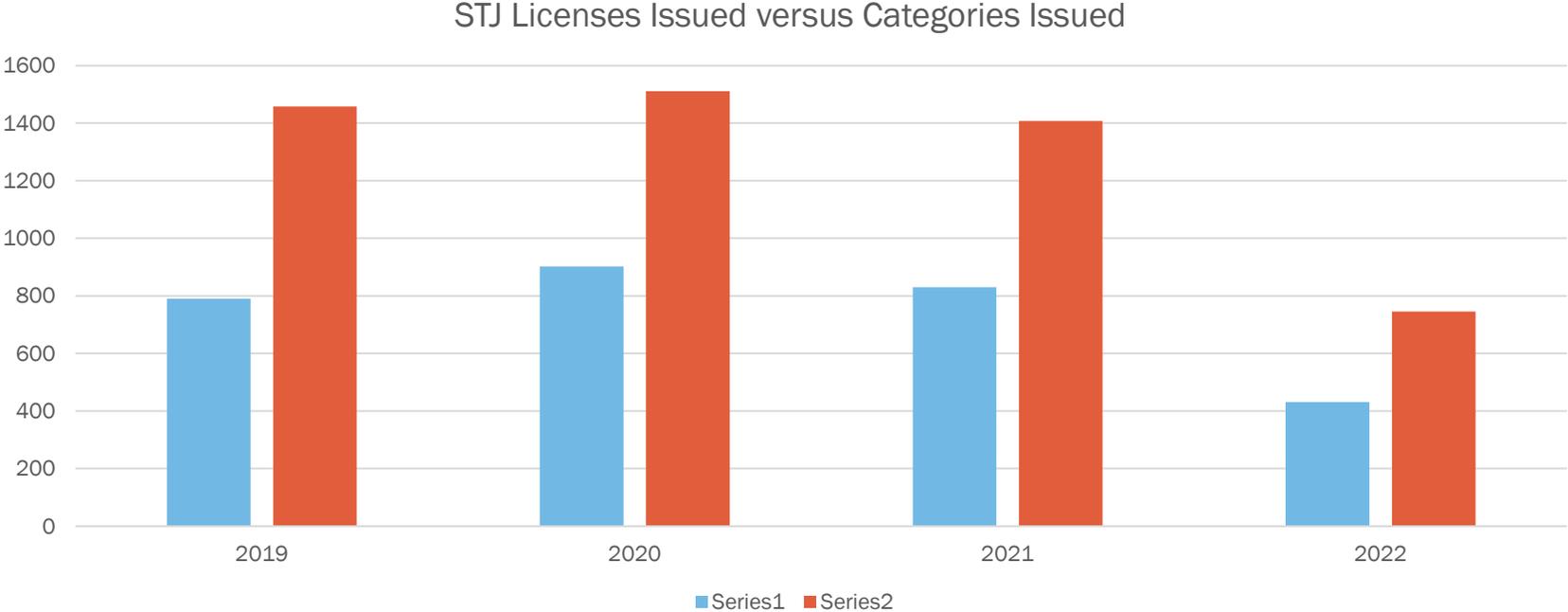
STX LICENSES ISSUED VERSUS CATEGORIES ISSUED



STT LICENSES ISSUED VERSUS CATEGORIES ISSUED

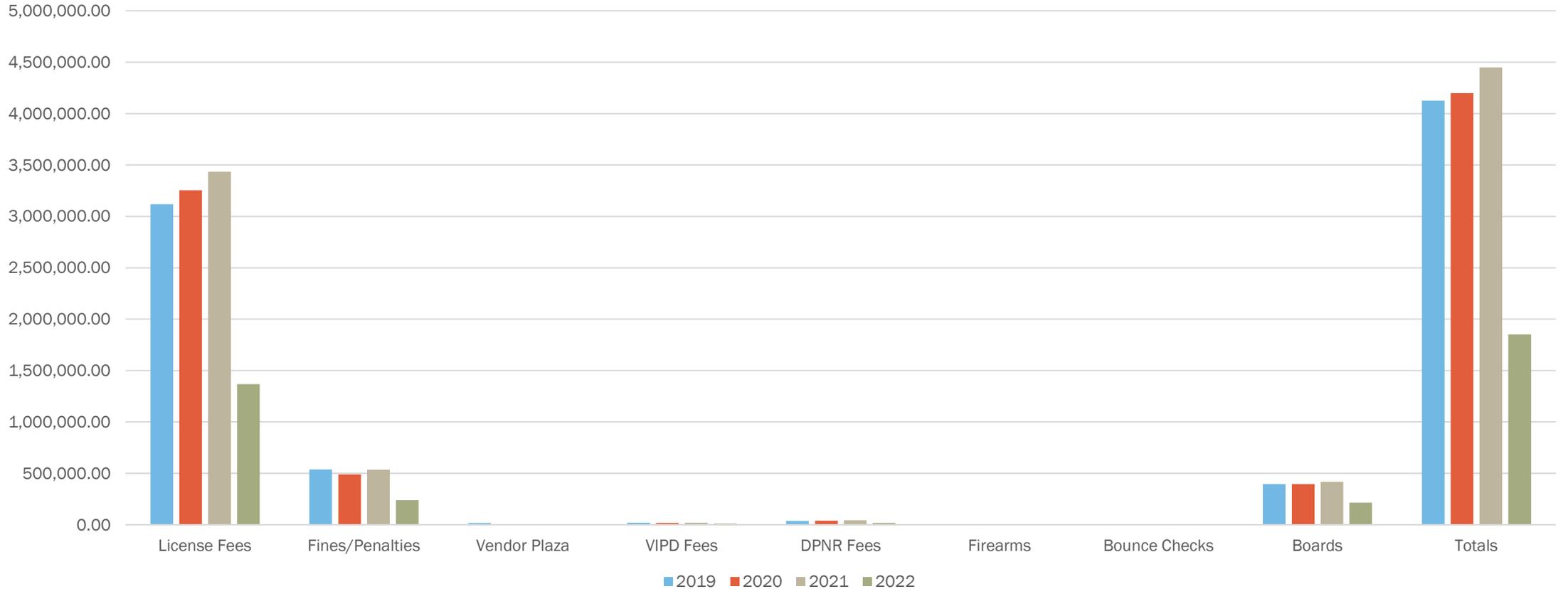


STJ LICENSES ISSUED VERSUS CATEGORIES ISSUED



DLCA REVENUE COLLECTED FROM FY 2019 TO DATE

REVENUE COLLECTED FROM FY 19 TO FEBRUARY 28, 2022



DEPARTMENT OF LICENSING & CONSUMER AFFAIRS

TOP 10 LICENSE CATEGORIES FY 21

LICENSE TYPE	QUANTITY
1. IMPORTER OF GOODS	1229
2. RETAIL SHOP & STORE – NO LIQUOR/BEER	1170
3. TAVERN KEEPER A	718
4. APARTMENT HOUSE D (4 UNITS OR LESS)	646
5. COMMERCIAL FARMING PLANTS OR ANIMALS	498
6. ITINERANT VENDOR	378
7. COMMERCIAL FISHING	363
8. BUSINESS & MANAGEMENT CONSULTING	326
9. RESTAURANT B (LESS THAN 25 PERSONS)	305
10. SOLICITOR, SALES & COMMISSION AGENT	304

DIVISION OF BOARDS & COMMISSIONS

ASSISTANT COMMISSIONER H. NATHALIE HODGE

STX - 1 - LICENSING OFFICER

1 - SECRETARY

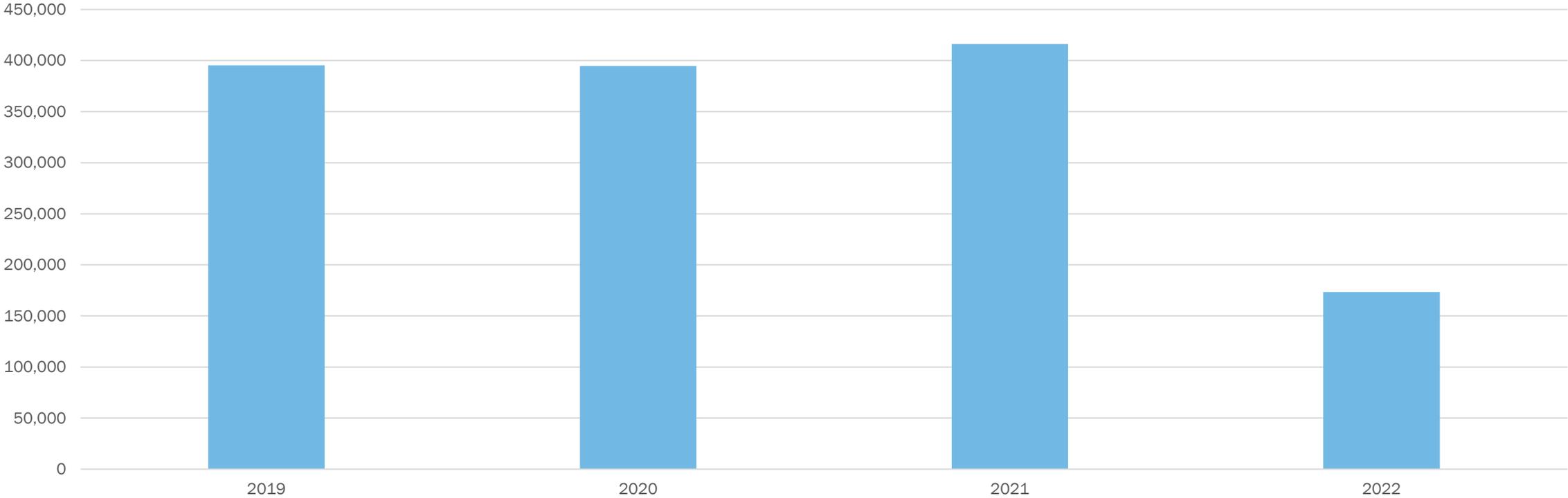
STT - 1 - SPECIAL ASSISTANT

1 - LICENSING OFFICER

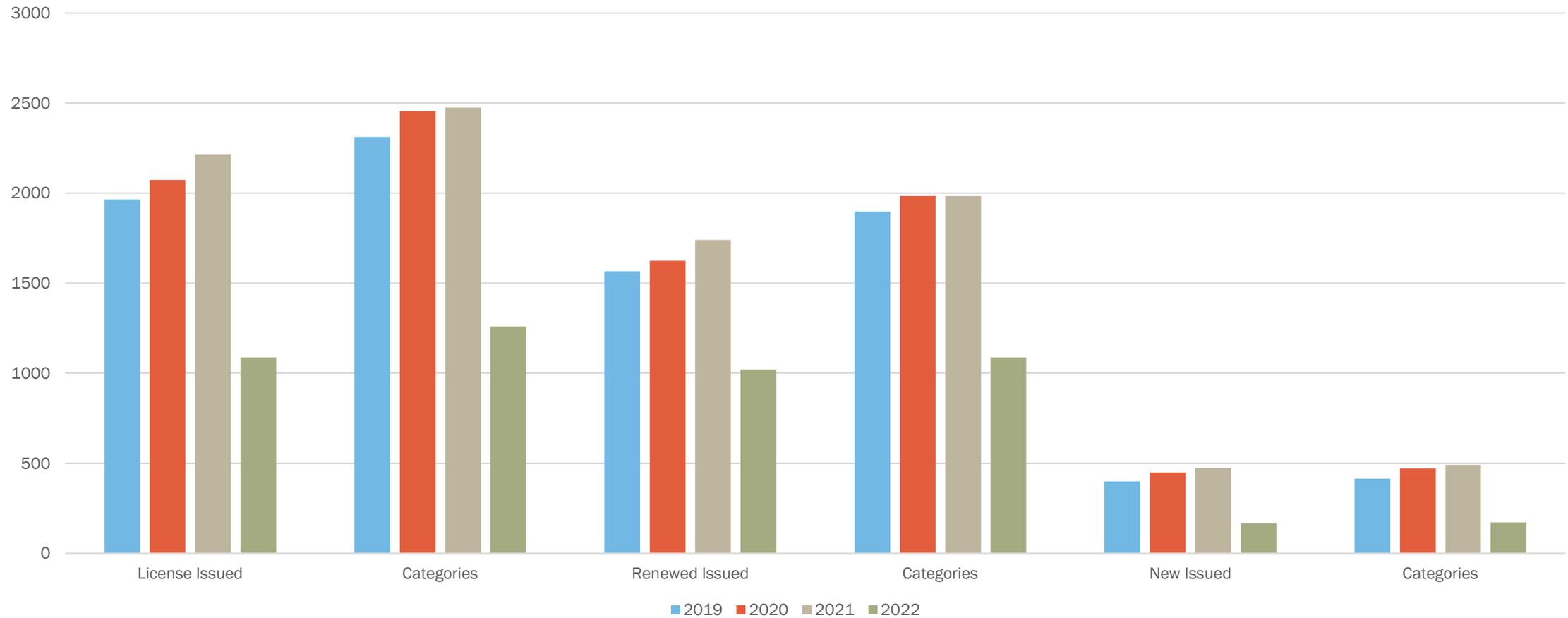
1 - SPECIAL INVESTIGATOR



DIVISION OF BOARDS & COMMISSIONS REVENUE FY 2019 TO DATE



BOARDS & COMMISSIONS LICENSES ISSUED VERSUS CATEGORIES ISSUED



REVENUE ESTIMATE SNAPSHOT

Department of Licensing & Consumer Affairs



FY23 and FY24 Total Estimated Revenue

FY23: \$5,554,511.54

FY24: \$5,864,672.92

Revenue Summary

Highlight 1: License Fees +5% per year via increase in volume

Highlight 2: Fines/Penalties +10% via aggressive enforcement

Highlight 3: Board & Commission +5% per year via increase in volume

Highlight 4:

REVENUE BREAKDOWN

Revenue Category	Project Count (If Applicable)	Est. Revenue	Fiscal Year
License Fees		\$4,447,047.72	23
Penalties		\$648,716.13	23
Boards & Commissions		\$458,747.69	23
License Fees		\$4,669,400.11	24
Penalties		\$713,587.74	24
Boards & Commissions		\$481,685.07	24

OMB REVENUE ESTIMATING
CONFERENCE 3/25/2022

The End!

Questions?

Thank You!

