

**OMB
REVENUE
ESTIMATING
CONFERENCE**

MARCH 14, 2023

PRESENTER:

RICHARD T. EVANGELISTA, ESQ.

COMMISSIONER



DIVISION OF LICENSING

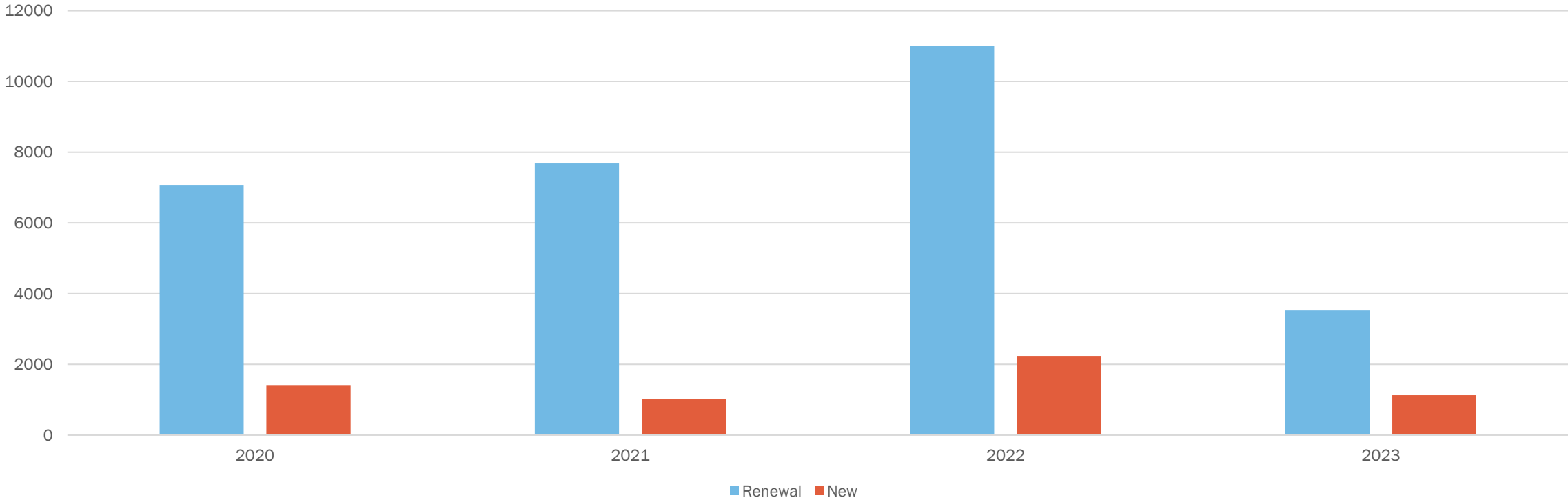
DIRECTOR HORACE GRAHAM

ASSISTANT DIRECTOR KARLEEN JEFFERS

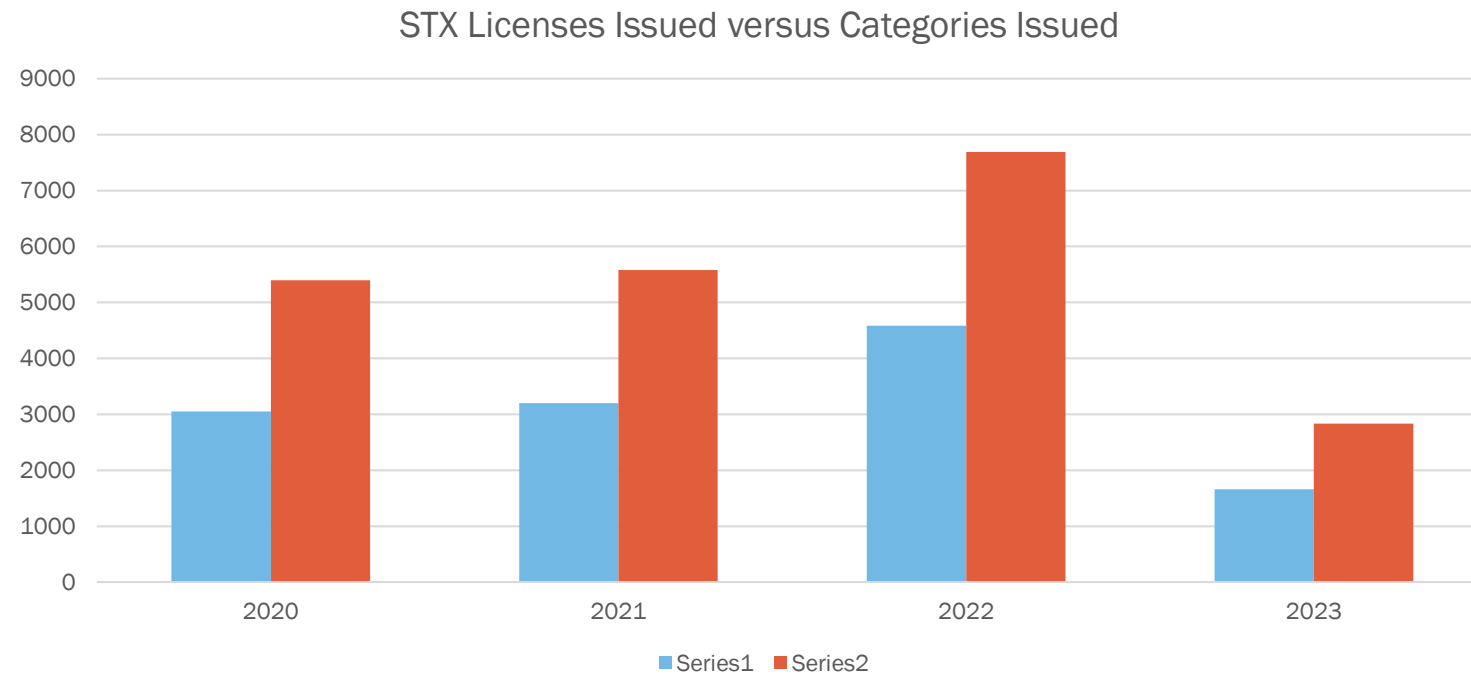
STX – 3 LICENSING OFFICERS 1 CASHIER

STT – 5 LICENSING OFFICERS 1 CASHIER

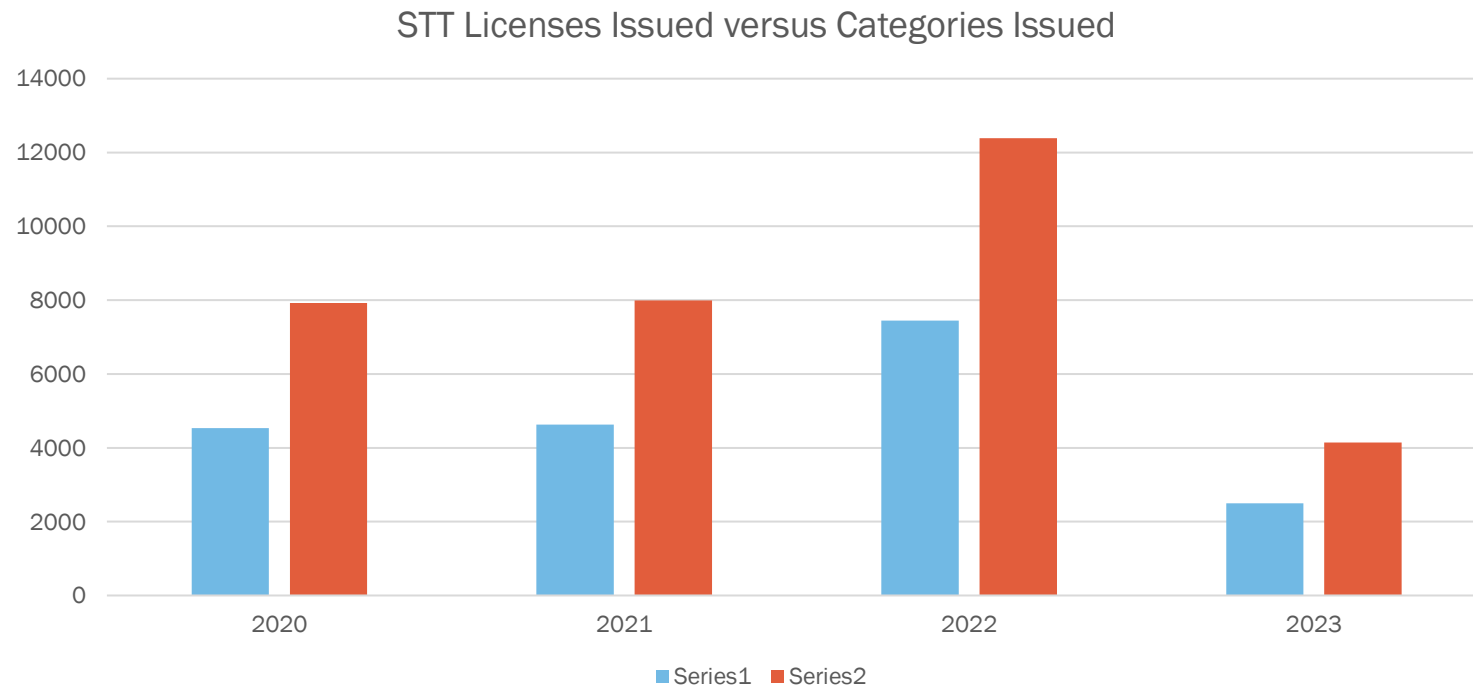
FY 2020 TO DATE
OF BUSINESSES LICENSES ISSUED
OF NEW BUSINESS LICENSES ISSUED



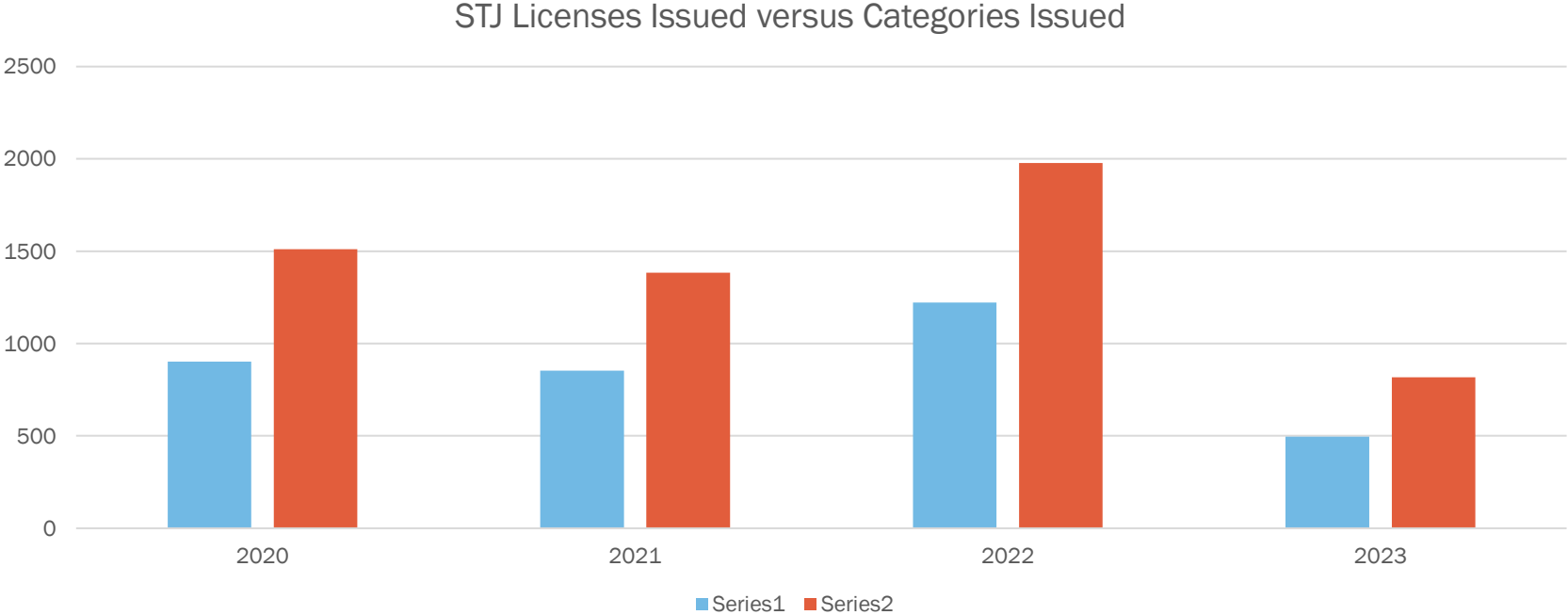
STX LICENSES ISSUED VERSUS CATEGORIES ISSUED



STT LICENSES ISSUED VERSUS CATEGORIES ISSUED

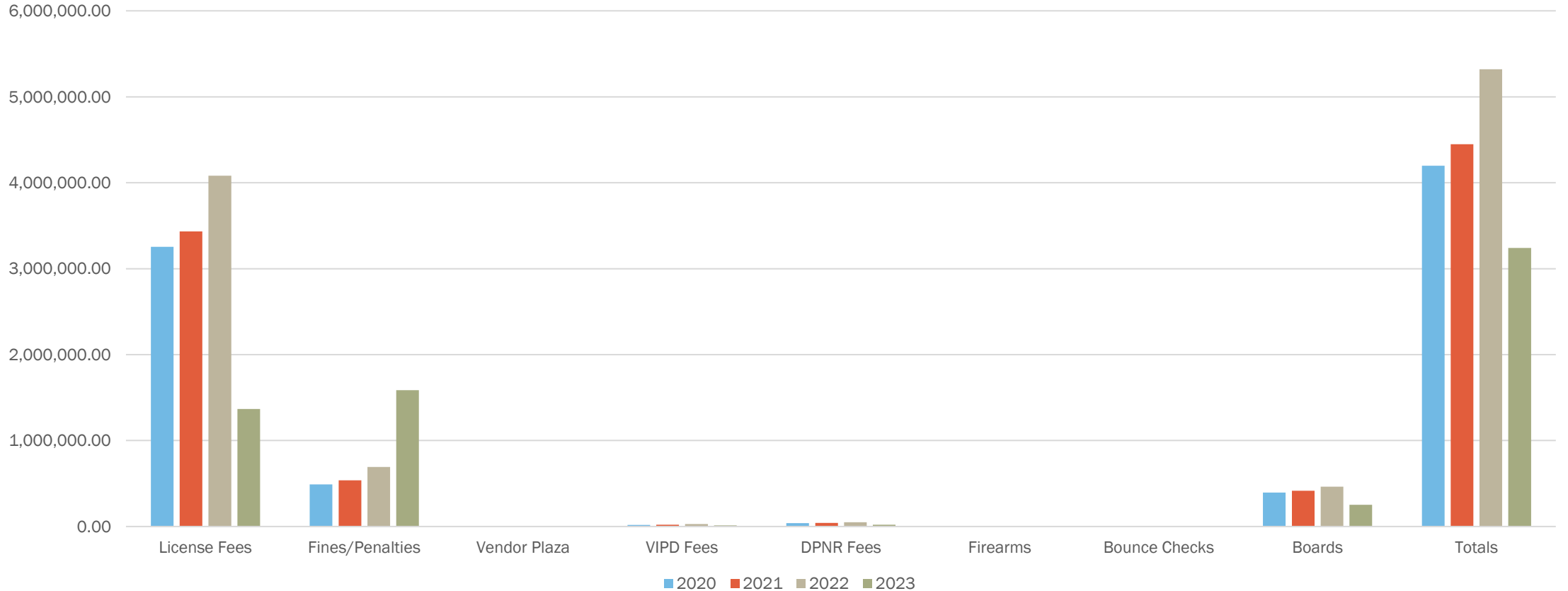


STJ LICENSES ISSUED VERSUS CATEGORIES ISSUED



DLCA REVENUE COLLECTED FROM FY 2020 TO DATE

REVENUE COLLECTED FROM FY 20 TO FEBRUARY 28, 2023



**DEPARTMENT OF
LICENSING &
CONSUMER AFFAIRS
TOP 10 LICENSE
CATEGORIES FY 23**

License Category	Territorial Count
Importer of Goods	1495
Retail Shop & Store-No Liquor/Beer	1350
Itinerant Vendor License	512
Business & Management Consulting	459
Tavernkeeper A (Distilled & Fermented)	447
Apartment House D (4 units or less)	436
Commercial Farming Plants & or Animals	392
Tavern	389
Short Term Rental A (5 or more persons)	378
Trucking, Trans. & Delivery	367

DIVISION OF BOARDS & COMMISSIONS

ASSISTANT COMMISSIONER H. NATHALIE HODGE

STX - 1 - SECRETARY

1 - LICENSING OFFICER

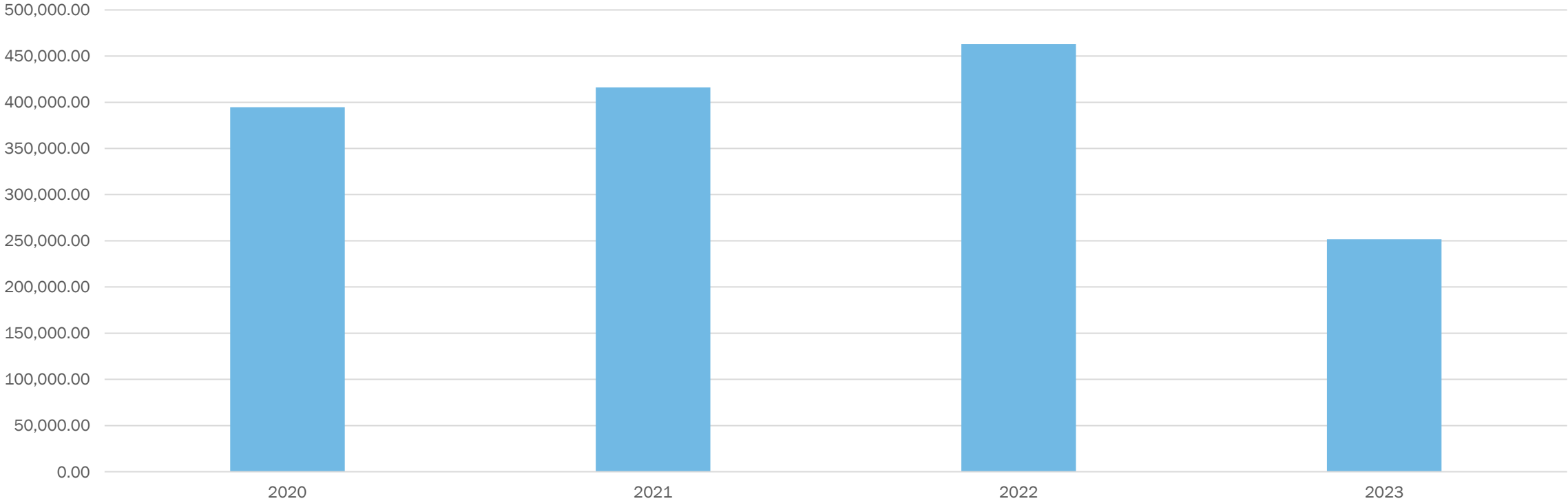
STT - 1 - SPECIAL ASSISTANT

1 - LICENSING OFFICER

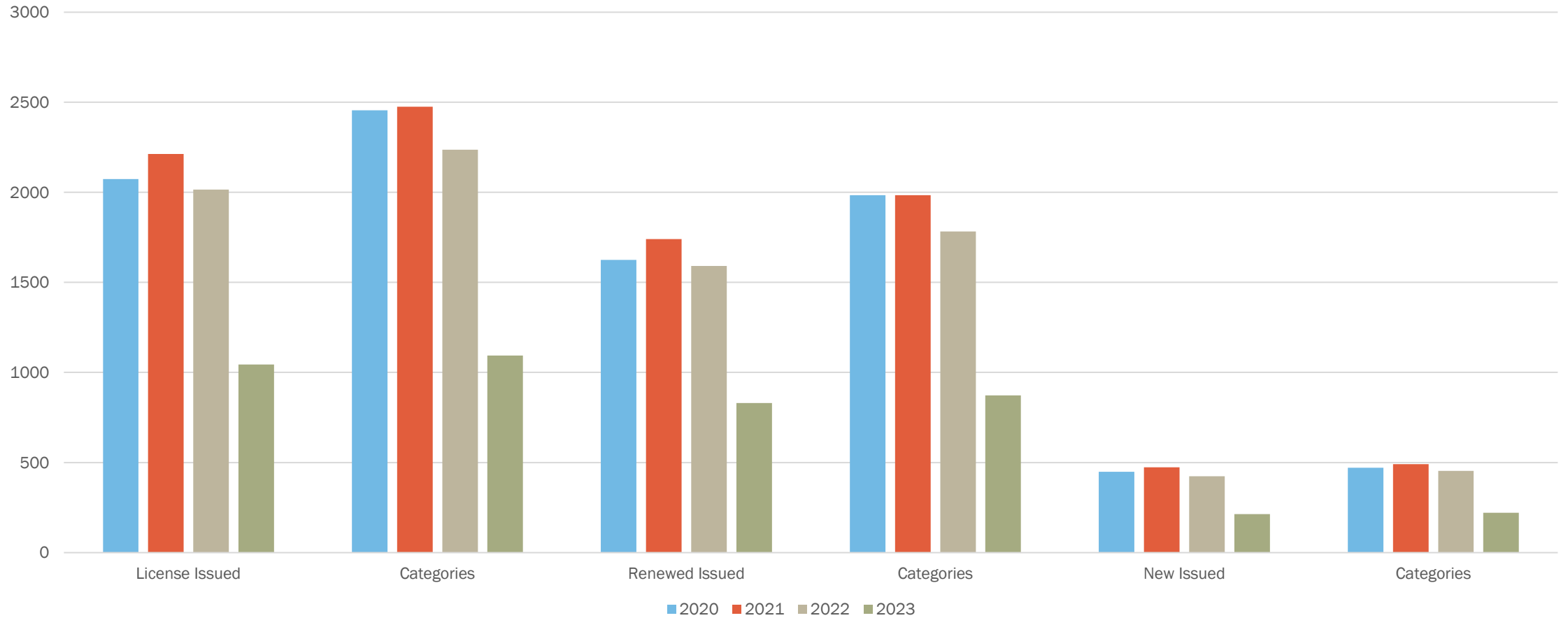
1 - SPECIAL INVESTIGATOR



DIVISION OF BOARDS & COMMISSIONS REVENUE FY 2020 TO DATE



BOARDS & COMMISSIONS LICENSES ISSUED VERSUS CATEGORIES ISSUED





Monthly Revenue Report

Dept: **Licensing & Consumer Affairs**

Month	FY 2022 Actual Collection	FY 2023 Forecasted Collection	FY 2023 Actual Collection	Variance \$	Variance %	Fund Type	Revenue Category	Comments
Example	\$ 248,699.00	248,699	215,000	(33,699)	-14%	General Fund	Licenses	
October	\$ 342,890.25	354,891	543,190	188,299	53%	General Fund CPF	Licenses Boards	
November	\$ 383,267.97	396,682	375,936	(20,746)	-5%	General Fund CPF	Licenses Boards	
December	\$ 296,365.02	306,738	465,950	159,213	52%	General Fund CPF	Licenses Boards	
January	\$ 377,723.02	390,943	442,823	51,879	13%	General Fund CPF	Licenses Boards	
February	\$ 448,783.94	464,491	413,486	(51,005)	-11%	General Fund CPF	Licenses Boards	

REVENUE ESTIMATE SNAPSHOT

Department of Licensing & Consumer Affairs



FY24 and FY25 Total Estimated Revenue

FY24:	\$6,439,120.92
FY25:	\$6,761,076.97

Revenue Summary

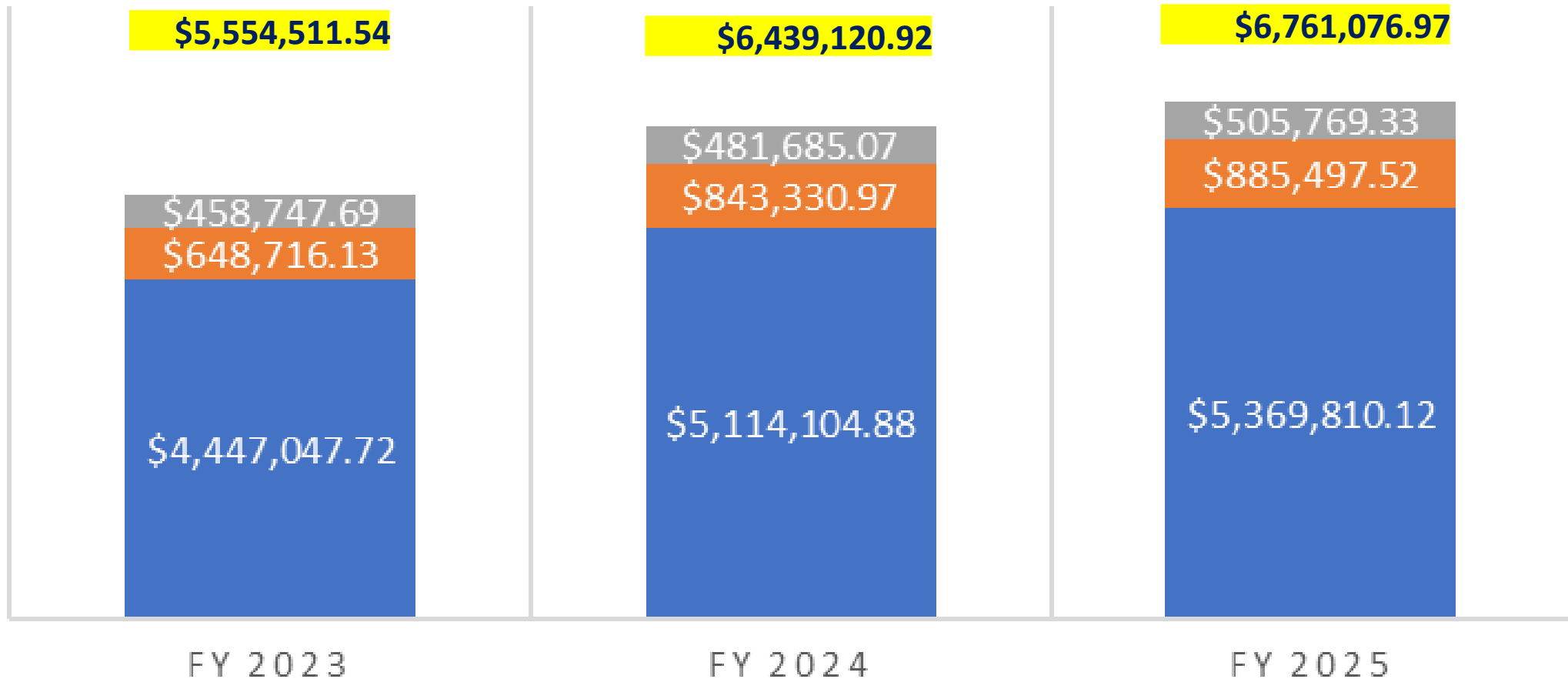
- Highlight 1: License Fees +15% per annum increase in License Fees
- Highlight 2: Fines/Penalties +30% assessment rate in FY24
- Highlight 3: Board & Commission +5% per year via increase in volume

REVENUE BREAKDOWN

Revenue Category	Project Count (If Applicable)	Est. Revenue	Fiscal Year
License Fees		\$5,114,104.88	24
Penalties		\$843,330.97	24
Boards & Commissions		\$481,685.07	24
License Fees		\$5,369,810.12	25
Penalties		\$885,497.52	25
Boards & Commissions		\$505,769.32	25

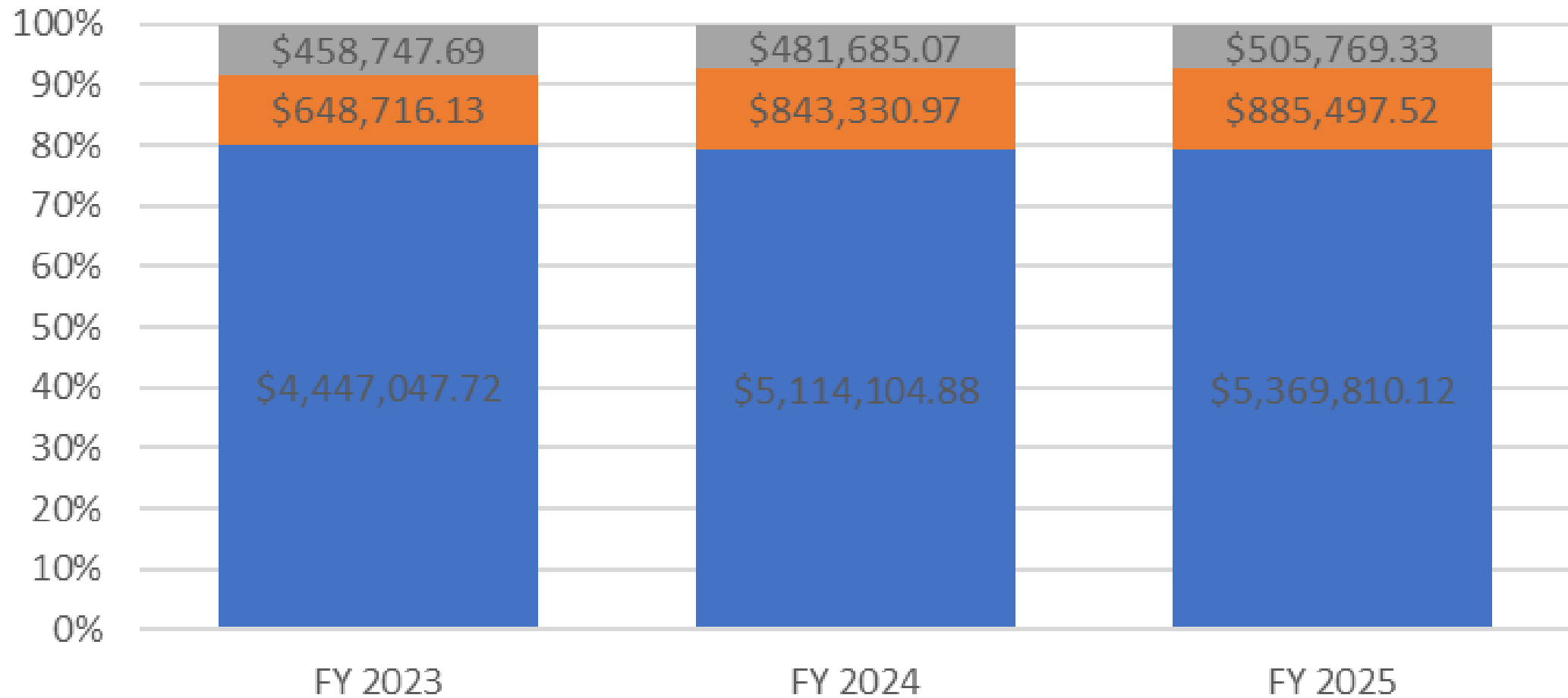
REVENUE ESTIMATE CATEGORIES

■ License Fees ■ Penalties ■ Boards & Commissions



Revenue Estimate Percentages

■ License Fees ■ Penalties ■ Boards & Commissions





LICENSE FEE INCREASE

- Proposed 15% Business License Fee Increase
October 1, 2023 | October 1, 2024
- The estimated cost of regulation in FY 23 is \$5.6 million
- The estimated cost of regulation in FY 24 is \$6.5 million and is expected to increase at a rate of 5% annually.



PENALTY FEE INCREASE

- Currently the penalty fee for delinquency is calculated at a rate of 10% per month for the period of delinquency. The Division of Licensing will seek to increase this rate to 30% and institute a limit of 3 years, after which a business license will be administratively terminated.

OMB REVENUE ESTIMATING
CONFERENCE 3/14/23

The End!

Questions?

Thank You!

