

January 23, 2019

**Subject: Matrix of Fees and Public Benefit Contributions**

The attached matrix is designed to demonstrate the amount of revenue that could be generated for the County of Riverside by applying a combination of both fees and public benefit contributions to permitted cannabis businesses. This matrix does not include the direct departmental costs associated with staff time spent on the application process, permitting or compliance for individual cannabis businesses.

**Baseline Fees**

The baseline fee for each cannabis business is based on a reasonable apportionment of related regulatory costs, which would include indirect, ongoing impacts upon the County from the regulation of the commercial cannabis industry, including law enforcement, public health education, social services programs, and other County costs for which there is a reasonable nexus with the cannabis industry. The County has so far identified \$3,154,707 in such departmental costs associated with these activities.

<b>Proposed Departmental Funding Allocation</b>	
District Attorney	\$547,593
Riverside Sheriff's Office	\$500,000
Planning / Land Use	\$346,868
Code Enforcement	\$1,326,460
County Counsel	\$95,000
Public Health (\$647,574 requested; 50% allocation to unincorporated area)	\$323,786
Ag Commission	\$15,000
<b>Total:</b>	<b>\$3,154,707</b>

**Public Benefit Contribution**

The public benefit contribution presents an anticipated range of additional benefits that cannabis business applicants may offer and commit to as a competitive part of the development agreement process. An applicant may use such additional public benefits to increase the competitiveness of their proposal and thus increase the likelihood of being granted one of the limited number of permits available in the first year phase-in period for the various cannabis business types. These additional public benefits are left to the applicant to define and may take the form of direct monetary contributions or in-kind contributions.

For example, a cannabis business applicant may offer to pay an additional contribution per square foot (on top of the baseline fee), or they may offer to fund a specific service, such as the full or partial cost of

an additional Sheriff's Deputy, or a public works project that improves the neighborhood where the business intends to locate. Public benefits may also extend to quantifiable employment for residents of the County, community contributions, or economic incentives to the County.

These public benefit contributions are presented as a range, from high to low. These ranges are based upon common cannabis tax rates among 25 local government ballot measures on this past November's ballot. It is common to base cannabis cultivation taxes on square footage, but it is uncommon to do so for retailers, manufacturers or other types of cannabis businesses.

In this case, the public benefit contribution is not intended to be proportional to earnings in any way, but is rather intended to be proportional to the amount of impact that the business may have broadly on the community. The range of public benefit contributions is intended to approximate the amount of contributions that cannabis businesses around the State are able to reasonably provide, based upon typical profit margins and operational costs converted to a reasonable square-foot apportionment.

A business with a larger footprint may reasonably be expected to generate more auto and foot traffic, have more deliveries and/or shipping, to require more parking, to sell or produce more product, to produce more noise, lighting or odor impacts, and to generally have a greater impact on the surrounding neighborhood. Though the most direct impacts are addressed through the normal permitting process, the development agreement allows the developer and the County to mutually agree to far greater public benefits than could otherwise be required.

## **Scenarios**

The 4 scenarios below all consider the same baseline fee structure, which is designed to recoup the \$3,154,707 in departmental costs when distributed across the anticipated number of cannabis business permits to be issued. However, the actual amount of revenue that would be generated would be a function of the number and size (in square feet) of the various permitted businesses. The rates for both the baseline fees and the public benefit contributions are the same in all 4 scenarios, as are the average square footage for each business type.

The baseline fee and the expected range of public benefit contributions both vary by the type of cannabis business activity and by the size classification. The rates are generally tiered so that smaller operations (by square footage) pay a lower rate than larger operations. The average square footage for each business type was determined by an analysis of 100 cannabis business applications from jurisdictions in the greater Riverside and Los Angeles area, along with nationwide data<sup>1</sup>.

Cultivation licenses are broken down by both type (mixed-light or indoor) and size (<2,500 sf, 2500-5,000 sf, 5,001-10,000 sf, and 10,001-43,560 sf or one acre). These classifications are all taken from the State license types. The average square footage for each class is assumed to be 80% of the maximum allowable.

State license types for cannabis retailers are distinguished only by storefront (with or without delivery) and non-storefront (delivery only), rather than by size or square footage. For our purposes, we have

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<sup>1</sup> Eli McVey, et al. (2017) "Marijuana Business Factbook 2017" Marijuana Business Daily

created three size categories for retailers (<2,500 sf, 2,501-6,000 sf, and >6,000 sf). The average square footage for each category is derived from the analysis described above.

State regulations divide cannabis manufacturers into 5 license types; Type 6 (extraction using non-volatile solvents), Type 7 (extraction using volatile solvents), Type N (infusion, non-extraction), Type P (packaging and labeling), and Type S (manufacturing in a shared-use facility). For our purposes, we have grouped licenses by those conducting extraction (Types 6 and 7) and those who do not conduct extraction (Types N, P and S). We have also divided manufacturers by size class (<3,000 sf and >3,000 sf). Here, again, both the size classes and the average square footage are based on our analysis.

Nurseries, distributors and testing laboratories are each kept to a single classification, without subgroupings based on size. The average square footage is based on the same analysis.

The County intends to limit the number of permits it issues in the first year for both cultivators and retailers, as a way to phase-in the permit workload. Cultivators will initially be limited to 50 permits, and retailers will be limited to 19 permits. Either of these limits may be revised or increased in future years at the discretion of the Board of Supervisors to respond to market demand. There is no proposed limit on any of the other license types.

For all four of our scenarios, we have assumed a total of 100 permits with the following breakdown: 50 cultivators, 19 retailers, 22 manufacturers, 4 nurseries, 4 distributors, and 1 testing laboratory. We have provided 4 scenarios that use this same distribution of permit types, but with variations of the array of cultivation licenses.

Scenario 1 assumes a heavy concentration of mixed-light permits, with roughly twice as many permits for the smaller size classes than for the largest. Scenario 2 assumes a higher concentration of permits for indoor cultivation, with an even distribution of 25 indoor and 25 mixed-light. Scenario 3 assumes the same proportion of mixed-light cultivation found in Scenario 1, but with a higher concentration of larger permit sizes, rather than smaller. Scenario 4 assumes that the 50 cultivation licenses will be apportioned consistent with statewide percentages. For example, licenses for “small” mixed-light cultivation account for 58% of all mixed-light and indoor cultivation licenses statewide. Applying that percentage to Riverside County’s total of 50 would yield 29 such permits.

Based on these models, the range of baseline fees that could be recovered varies from \$3,085,000 (Scenario 1) up to \$4,168,000 (Scenario 3). Revenues generated from public benefit contributions would vary based on both the scenario and upon the range of contributions agreed to in each development agreement. In Scenario 1, these contributions would range from a low of \$5,254,000 to a high of \$8,084,500. In Scenario 3 these contributions would range from a low of \$6,490,000 to a high of \$10,094,500.

Scenario 1: More Mixed-Light Cultivation				Baseline Fee			Public Benefit Contributions (range)		
License Type	Qty	Avg. SF	Total SF	Fee (\$/sf)	Individual Revenue	Total Revenue	Contribution Range (\$/sf)	Contribution per Business	Combined Revenue
<b>Cultivation</b>									
Mixed-Light, <2,500 sf	10	2,000	20,000	\$2.00	\$4,000	\$40,000	\$4.00 - \$7.00	\$8,000 - \$14,000	\$80,000 - \$140,000
Mixed-Light, 2,500-5,000 sf	10	4,000	40,000	\$2.50	\$10,000	\$100,000	\$4.00 - \$7.00	\$16,000 - \$28,000	\$160,000 - \$280,000
Mixed-Light, 5,001-10,000 sf	10	8,000	80,000	\$3.00	\$24,000	\$240,000	\$4.00 - \$7.00	\$32,000 - \$56,000	\$320,000 - \$560,000
Mixed-Light, 10,001-43,560 sf	5	22,000	110,000	\$3.50	\$77,000	\$385,000	\$4.00 - \$7.00	\$88,000 - \$154,000	\$440,000 - \$770,000
Indoor, <2,500 sf	5	2,000	10,000	\$4.00	\$8,000	\$40,000	\$7.00 - \$10.00	\$14,000 - \$20,000	\$70,000 - \$100,000
Indoor, 2,500-5,000 sf	5	4,000	20,000	\$4.50	\$18,000	\$90,000	\$7.00 - \$10.00	\$28,000 - \$40,000	\$140,000 - \$200,000
Indoor, 5,001-10,000 sf	3	8,000	24,000	\$5.00	\$40,000	\$120,000	\$7.00 - \$10.00	\$56,000 - \$80,000	\$168,000 - \$240,000
Indoor, 10,001-43,560 sf	2	22,000	44,000	\$5.50	\$121,000	\$242,000	\$7.00 - \$10.00	\$154,000 - \$220,000	\$308,000 - \$440,000
<b>Total Cultivation</b>	<b>50</b>		<b>348,000</b>			<b>\$1,257,000</b>			<b>\$1,686,000 - \$2,730,000</b>

<b>Retail</b>									
Small <2,500 SF	10	1,650	16,500	\$16.00	\$26,400	\$264,000	\$32.00 - \$48.00	\$52,800 - \$79,200	\$528,000 - \$792,000
Medium 2,501-6,000 SF	5	4,250	21,250	\$18.00	\$76,500	\$382,500	\$36.00 - \$54.00	\$153,000 - \$229,500	\$765,000 - \$1,147,500
Large >6,000 SF	4	9,850	39,400	\$20.00	\$197,000	\$788,000	\$40.00 - \$60.00	\$394,000 - \$591,000	\$1,576,000 - \$2,364,000
<b>Total Retail</b>	<b>19</b>		<b>77,150</b>			<b>\$1,434,500</b>			<b>\$2,869,000 - \$4,303,500</b>

<b>Manufacturing (6,7)</b>									
Small <3,000 SF	5	2,500	12,500	\$4.00	\$10,000	\$50,000	\$8.00 - \$12.00	\$20,000 - \$30,000	\$100,000 - \$150,000
Large >3,000 SF	5	5,000	25,000	\$4.50	\$22,500	\$112,500	\$9.00 - \$14.00	\$45,000 - \$70,000	\$225,000 - \$350,000
<b>Manufacturing (N, P, S)</b>									
Small <3,000 SF	8	2,500	20,000	\$3.00	\$7,500	\$60,000	\$6.00 - \$9.00	\$15,000 - \$22,500	\$120,000 - \$180,000
Large >3,000 SF	4	5,000	20,000	\$3.50	\$17,500	\$70,000	\$7.00 - \$10.00	\$35,000 - \$50,000	\$140,000 - \$200,000
<b>Total Manufacturing</b>	<b>22</b>		<b>77,500</b>			<b>\$292,500</b>			<b>\$585,000 - \$880,000</b>

<b>Others</b>									
Nursery	4	22,000	88,000	\$0.50	\$11,000	\$44,000	\$1.00 - \$2.00	\$22,000 - \$44,000	\$88,000 - \$176,000
Distribution (all sizes)	4	4,500	18,000	\$3.00	\$13,500	\$54,000	\$6.00 - \$9.00	\$27,000 - \$40,500	\$108,000 - \$162,000
Testing	1	1,500	1,500	\$2.00	\$3,000	\$3,000	\$4.00 - \$6.00	\$6,000 - \$9,000	\$6,000 - \$9,000
<b>Total Others</b>	<b>9</b>		<b>107,500</b>			<b>\$101,000</b>			<b>\$114,000 - \$171,000</b>

<b>TOTAL</b>	<b>100</b>		<b>610,150</b>			<b>\$3,085,000</b>			<b>\$5,254,000 - \$8,084,500</b>
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Scenario 2: More Indoor Cultivation				Baseline Fee			Public Benefit Contributions (range)		
License Type	Qty	Avg. SF	Total SF	Fee (\$/sf)	Individual Revenue	Total Revenue	Contribution Range (\$/sf)	Contribution per Business	Combined Revenue
<b>Cultivation</b>									
Mixed-Light, <2,500 sf	5	2,000	10,000	\$2.00	\$4,000	\$20,000	\$4.00 - \$7.00	\$8,000 - \$14,000	\$40,000 - \$70,000
Mixed-Light, 2,500-5,000 sf	5	4,000	20,000	\$2.50	\$10,000	\$50,000	\$4.00 - \$7.00	\$16,000 - \$28,000	\$80,000 - \$140,000
Mixed-Light, 5,001-10,000 sf	10	8,000	80,000	\$3.00	\$24,000	\$240,000	\$4.00 - \$7.00	\$32,000 - \$56,000	\$320,000 - \$560,000
Mixed-Light, 10,001-43,560 sf	5	22,000	110,000	\$3.50	\$77,000	\$385,000	\$4.00 - \$7.00	\$88,000 - \$154,000	\$440,000 - \$770,000
Indoor, <2,500 sf	5	2,000	10,000	\$4.00	\$8,000	\$40,000	\$7.00 - \$10.00	\$14,000 - \$20,000	\$70,000 - \$100,000
Indoor, 2,500-5,000 sf	5	4,000	20,000	\$4.50	\$18,000	\$90,000	\$7.00 - \$10.00	\$28,000 - \$40,000	\$140,000 - \$200,000
Indoor, 5,001-10,000 sf	10	8,000	80,000	\$5.00	\$40,000	\$400,000	\$7.00 - \$10.00	\$56,000 - \$80,000	\$560,000 - \$800,000
Indoor, 10,001-43,560 sf	5	22,000	110,000	\$5.50	\$121,000	\$605,000	\$7.00 - \$10.00	\$154,000 - \$220,000	\$770,000 - \$1,100,000
<b>Total Cultivation</b>	<b>50</b>		<b>440,000</b>			<b>\$1,830,000</b>			<b>\$2,420,000 - \$3,740,000</b>

<b>Retail</b>									
Small <2,500 SF	10	1,650	16,500	\$16.00	\$26,400	\$264,000	\$32.00 - \$48.00	\$52,800 - \$79,200	\$528,000 - \$792,000
Medium 2,501-6,000 SF	5	4,250	21,250	\$18.00	\$76,500	\$382,500	\$36.00 - \$54.00	\$153,000 - \$229,500	\$765,000 - \$1,147,500
Large >6,000 SF	4	9,850	39,400	\$20.00	\$197,000	\$788,000	\$40.00 - \$60.00	\$394,000 - \$591,000	\$1,576,000 - \$2,364,000
<b>Total Retail</b>	<b>19</b>		<b>77,150</b>			<b>\$1,434,500</b>			<b>\$2,869,000 - \$4,303,500</b>

<b>Manufacturing (6,7)</b>									
Small <3,000 SF	5	2,500	12,500	\$4.00	\$10,000	\$50,000	\$8.00 - \$12.00	\$20,000 - \$30,000	\$100,000 - \$150,000
Large >3,000 SF	5	5,000	25,000	\$4.50	\$22,500	\$112,500	\$9.00 - \$14.00	\$45,000 - \$70,000	\$225,000 - \$350,000
<b>Manufacturing (N, P, S)</b>									
Small <3,000 SF	8	2,500	20,000	\$3.00	\$7,500	\$60,000	\$6.00 - \$9.00	\$15,000 - \$22,500	\$120,000 - \$180,000
Large >3,000 SF	4	5,000	20,000	\$3.50	\$17,500	\$70,000	\$7.00 - \$10.00	\$35,000 - \$50,000	\$140,000 - \$200,000
<b>Total Manufacturing</b>	<b>22</b>		<b>77,500</b>			<b>\$292,500</b>			<b>\$585,000 - \$880,000</b>

<b>Others</b>									
Nursery	4	22,000	88,000	\$0.50	\$11,000	\$44,000	\$1.00 - \$2.00	\$22,000 - \$44,000	\$88,000 - \$176,000
Distribution (all sizes)	4	4,500	18,000	\$3.00	\$13,500	\$54,000	\$6.00 - \$9.00	\$27,000 - \$40,500	\$108,000 - \$162,000
Testing	1	1,500	1,500	\$2.00	\$3,000	\$3,000	\$4.00 - \$6.00	\$6,000 - \$9,000	\$6,000 - \$9,000
<b>Total Others</b>	<b>9</b>		<b>107,500</b>			<b>\$101,000</b>			<b>\$114,000 - \$171,000</b>

<b>TOTAL</b>	<b>100</b>		<b>702,150</b>			<b>\$3,658,000</b>			<b>\$5,988,000 - \$9,094,500</b>
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Scenario 3: More Large Cultivation				Baseline Fee			Public Benefit Contributions (range)		
License Type	Qty	Avg. SF	Total SF	Fee (\$/sf)	Individual Revenue	Total Revenue	Contribution Range (\$/sf)	Contribution per Business	Combined Revenue
<b>Cultivation</b>									
Mixed-Light, <2,500 sf	5	2,000	10,000	\$2.00	\$4,000	\$20,000	\$4.00 - \$7.00	\$8,000 - \$14,000	\$40,000 - \$70,000
Mixed-Light, 2,500-5,000 sf	5	4,000	20,000	\$2.50	\$10,000	\$50,000	\$4.00 - \$7.00	\$16,000 - \$28,000	\$80,000 - \$140,000
Mixed-Light, 5,001-10,000 sf	10	8,000	80,000	\$3.00	\$24,000	\$240,000	\$4.00 - \$7.00	\$32,000 - \$56,000	\$320,000 - \$560,000
Mixed-Light, 10,001-43,560 sf	15	22,000	330,000	\$3.50	\$77,000	\$1,155,000	\$4.00 - \$7.00	\$88,000 - \$154,000	\$1,320,000 - \$2,310,000
Indoor, <2,500 sf	2	2,000	4,000	\$4.00	\$8,000	\$16,000	\$7.00 - \$10.00	\$14,000 - \$20,000	\$28,000 - \$40,000
Indoor, 2,500-5,000 sf	3	4,000	12,000	\$4.50	\$18,000	\$54,000	\$7.00 - \$10.00	\$28,000 - \$40,000	\$84,000 - \$120,000
Indoor, 5,001-10,000 sf	5	8,000	40,000	\$5.00	\$40,000	\$200,000	\$7.00 - \$10.00	\$56,000 - \$80,000	\$280,000 - \$400,000
Indoor, 10,001-43,560 sf	5	22,000	110,000	\$5.50	\$121,000	\$605,000	\$7.00 - \$10.00	\$154,000 - \$220,000	\$770,000 - \$1,100,000
<b>Total Cultivation</b>	<b>50</b>		<b>606,000</b>			<b>\$2,340,000</b>			<b>\$2,922,000 - \$4,740,000</b>

<b>Retail</b>									
Small <2,500 SF	10	1,650	16,500	\$16.00	\$26,400	\$264,000	\$32.00 - \$48.00	\$52,800 - \$79,200	\$528,000 - \$792,000
Medium 2,501-6,000 SF	5	4,250	21,250	\$18.00	\$76,500	\$382,500	\$36.00 - \$54.00	\$153,000 - \$229,500	\$765,000 - \$1,147,500
Large >6,000 SF	4	9,850	39,400	\$20.00	\$197,000	\$788,000	\$40.00 - \$60.00	\$394,000 - \$591,000	\$1,576,000 - \$2,364,000
<b>Total Retail</b>	<b>19</b>		<b>77,150</b>			<b>\$1,434,500</b>			<b>\$2,869,000 - \$4,303,500</b>

<b>Manufacturing (6,7)</b>									
Small <3,000 SF	5	2,500	12,500	\$4.00	\$10,000	\$50,000	\$8.00 - \$12.00	\$20,000 - \$30,000	\$100,000 - \$150,000
Large >3,000 SF	5	5,000	25,000	\$4.50	\$22,500	\$112,500	\$9.00 - \$14.00	\$45,000 - \$70,000	\$225,000 - \$350,000
<b>Manufacturing (N, P, S)</b>									
Small <3,000 SF	8	2,500	20,000	\$3.00	\$7,500	\$60,000	\$6.00 - \$9.00	\$15,000 - \$22,500	\$120,000 - \$180,000
Large >3,000 SF	4	5,000	20,000	\$3.50	\$17,500	\$70,000	\$7.00 - \$10.00	\$35,000 - \$50,000	\$140,000 - \$200,000
<b>Total Manufacturing</b>	<b>22</b>		<b>77,500</b>			<b>\$292,500</b>			<b>\$585,000 - \$880,000</b>

<b>Others</b>									
Nursery	4	22,000	88,000	\$0.50	\$11,000	\$44,000	\$1.00 - \$2.00	\$22,000 - \$44,000	\$88,000 - \$176,000
Distribution (all sizes)	4	4,500	18,000	\$3.00	\$13,500	\$54,000	\$6.00 - \$9.00	\$27,000 - \$40,500	\$108,000 - \$162,000
Testing	1	1,500	1,500	\$2.00	\$3,000	\$3,000	\$4.00 - \$6.00	\$6,000 - \$9,000	\$6,000 - \$9,000
<b>Total Others</b>	<b>9</b>		<b>107,500</b>			<b>\$101,000</b>			<b>\$114,000 - \$171,000</b>

<b>TOTAL</b>	<b>100</b>		<b>868,150</b>			<b>\$4,168,000</b>			<b>\$6,490,000 - \$10,094,500</b>
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Scenario 4: Statewide Apportionment				Baseline Fee			Public Benefit Contributions (range)		
License Type	Qty	Avg. SF	Total SF	Fee (\$/sf)	Individual Revenue	Total Revenue	Contribution Range (\$/sf)	Contribution per Business	Combined Revenue
<b>Cultivation</b>									
Mixed-Light, <2,500 sf	3	2,000	6,000	\$2.00	\$4,000	\$12,000	\$4.00 - \$7.00	\$8,000 - \$14,000	\$24,000 - \$42,000
Mixed-Light, 2,500-5,000 sf	5	4,000	20,000	\$2.50	\$10,000	\$50,000	\$4.00 - \$7.00	\$16,000 - \$28,000	\$80,000 - \$140,000
Mixed-Light, 5,001-10,000 sf	29	8,000	232,000	\$3.00	\$24,000	\$696,000	\$4.00 - \$7.00	\$32,000 - \$56,000	\$928,000 - \$1,624,000
Mixed-Light, 10,001-43,560 sf	3	22,000	66,000	\$3.50	\$77,000	\$231,000	\$4.00 - \$7.00	\$88,000 - \$154,000	\$264,000 - \$462,000
Indoor, <2,500 sf	1	2,000	2,000	\$4.00	\$8,000	\$8,000	\$7.00 - \$10.00	\$14,000 - \$20,000	\$14,000 - \$20,000
Indoor, 2,500-5,000 sf	4	4,000	16,000	\$4.50	\$18,000	\$72,000	\$7.00 - \$10.00	\$28,000 - \$40,000	\$112,000 - \$160,000
Indoor, 5,001-10,000 sf	4	8,000	32,000	\$5.00	\$40,000	\$160,000	\$7.00 - \$10.00	\$56,000 - \$80,000	\$224,000 - \$320,000
Indoor, 10,001-43,560 sf	1	22,000	22,000	\$5.50	\$121,000	\$121,000	\$7.00 - \$10.00	\$154,000 - \$220,000	\$154,000 - \$220,000
<b>Total Cultivation</b>	<b>50</b>		<b>396,000</b>			<b>\$1,350,000</b>			<b>\$1,800,000 - \$2,988,000</b>

<b>Retail</b>									
Small <2,500 SF	10	1,650	16,500	\$16.00	\$26,400	\$264,000	\$32.00 - \$48.00	\$52,800 - \$79,200	\$528,000 - \$792,000
Medium 2,501-6,000 SF	5	4,250	21,250	\$18.00	\$76,500	\$382,500	\$36.00 - \$54.00	\$153,000 - \$229,500	\$765,000 - \$1,147,500
Large >6,000 SF	4	9,850	39,400	\$20.00	\$197,000	\$788,000	\$40.00 - \$60.00	\$394,000 - \$591,000	\$1,576,000 - \$2,364,000
<b>Total Retail</b>	<b>19</b>		<b>77,150</b>			<b>\$1,434,500</b>			<b>\$2,869,000 - \$4,303,500</b>

<b>Manufacturing (6,7)</b>									
Small <3,000 SF	5	2,500	12,500	\$4.00	\$10,000	\$50,000	\$8.00 - \$12.00	\$20,000 - \$30,000	\$100,000 - \$150,000
Large >3,000 SF	5	5,000	25,000	\$4.50	\$22,500	\$112,500	\$9.00 - \$14.00	\$45,000 - \$70,000	\$225,000 - \$350,000
<b>Manufacturing (N, P, S)</b>									
Small <3,000 SF	8	2,500	20,000	\$3.00	\$7,500	\$60,000	\$6.00 - \$9.00	\$15,000 - \$22,500	\$120,000 - \$180,000
Large >3,000 SF	4	5,000	20,000	\$3.50	\$17,500	\$70,000	\$7.00 - \$10.00	\$35,000 - \$50,000	\$140,000 - \$200,000
<b>Total Manufacturing</b>	<b>22</b>		<b>77,500</b>			<b>\$292,500</b>			<b>\$585,000 - \$880,000</b>

<b>Others</b>									
Nursery	4	22,000	88,000	\$0.50	\$11,000	\$44,000	\$1.00 - \$2.00	\$22,000 - \$44,000	\$88,000 - \$176,000
Distribution (all sizes)	4	4,500	18,000	\$3.00	\$13,500	\$54,000	\$6.00 - \$9.00	\$27,000 - \$40,500	\$108,000 - \$162,000
Testing	1	1,500	1,500	\$2.00	\$3,000	\$3,000	\$4.00 - \$6.00	\$6,000 - \$9,000	\$6,000 - \$9,000
<b>Total Others</b>	<b>9</b>		<b>107,500</b>			<b>\$101,000</b>			<b>\$114,000 - \$171,000</b>

<b>TOTAL</b>	<b>100</b>		<b>658,150</b>			<b>\$3,178,000</b>			<b>\$5,368,000 - \$8,342,500</b>
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