

2020

Livestock Identification Program

Annual Report to the Legislature



As Required by RCW 16.57.460

September 2020



Washington
State Department of
Agriculture

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2020 Annual Report to the Legislature

Livestock Identification Program

As required by RCW 16.57.460

Background

The Washington State Department of Agriculture (WSDA) Livestock Identification Program is charged with providing asset protection and theft deterrence for the livestock industry in Washington State. We inspect cattle for brands, electronic official individual identification or other proof of ownership at five points. These include:

- Change of ownership.
- When consigned to a licensed public livestock market.
- When delivered to a U.S. Department of Agriculture (USDA) inspected slaughter facility.
- Upon entry or re-entry to a licensed certified feedlot.
- Prior to leaving the state.

The program also inspects horses for brands or other proof of ownership when being moved out of state, offered for sale at any public livestock market, and offered for sale at a special sale or special open consignment horse sale. Surveillance and inspections at these points protect livestock assets and prevent theft. In addition, the program registers livestock brands, and licenses feedlots and public livestock markets. The program is funded entirely through agricultural local funds from licensing, inspection and brand registration fees.

The Legislature passed Engrossed Substitute Senate Bill 5959 on April 15, 2019. Gov. Inslee signed the bill into law on April 19, 2019 with an effective date of July 28, 2019. Legislators intended to restore financial solvency to the Livestock Identification Program. The program faced a significant budget shortfall due to fewer brands being recorded, increased administrative and business costs, and declining program revenues.

The bill increased membership of the Livestock Identification Advisory Committee, modified livestock inspection fees, allowed field livestock inspectors to perform inspections, and expanded the electronic cattle transaction reporting system to all cattle. The bill included a sunset date of July 1, 2023 for the Livestock Advisory Committee, the fee schedule, and the requirement to provide this livestock inspection program report. This report covers the period fiscal year 2020 from July 1, 2019 to June 30, 2020.

Program Budget

In fiscal year 2020, the program's beginning fund balance was (\$77). The program collected \$2,323,285 in revenue and expended \$1,944,908, leaving a fund balance of \$378,300. The program's minimum two-month operating reserve recommended by the Office of Financial Management is \$324,151. The program's base revenue from inspections, licensing fees, electronic cattle transaction reporting, estray transfer, and certifications was \$1,733,355; while revenue from brand recordings was \$585,075. Detailed fiscal year 2020 budget information can be found in Enclosure 1.

The program's two primary sources of revenue are livestock inspection fees and brand recording fees. Washington brands are recorded for four years. Historically, brand registration revenue provides an influx every four years which maintains a positive fund balance if the base revenue from livestock inspection fees fall short of the program's expenditures in a fiscal year. In December 2019, the program initiated a two-year staggered brand renewal cycle, so we would receive half the revenue from brand registrations every two years instead of one large sum every four years. The brand renewal rate has steadily declined about 6 percent every four years. Therefore, having a staggered fee structure will provide a more stable revenue stream to pay for expenditures and avoiding a negative fund balance.

Based on the current fee structure, we do not anticipate increased revenue over the next four years. We do expect annual increased expenditures from salary and health benefit increases and higher cost of goods and services. Given the current fee structure and projected revenues versus expenditures, the program's fund balance is projected to be \$85,651 on June 30, 2021, the end of fiscal year 2021, which is below the recommended two-month operating reserve. The program's fund balance is projected to be below the recommended two-month operating reserve on December 31, 2020. The balance is projected to decline through September 2021 reaching a low of \$71,245. Starting in October 2021, revenue is projected to increase and cover expenses; however, fiscal year 2022 would end with a projected fund balance below the two-month operating reserve. More significantly, the fund balance is projected to be negative at the end of November 2022, and throughout the rest of fiscal year 2023. By June 30, 2023, the fund balance is projected to be negative \$304,865. If the projections hold true, the agency will be forced to cease operating the Livestock Identification Program. Detailed budget projections can be found at Enclosure 2.

Revenue

For ESSB 5959, the program provided a number of assumptions for projected revenue for the new fee structure. We based these assumptions on historical headcount figures, number of inspections conducted, the 10-year average headcount, and the proportion of cattle categorized as identified or non-identified. The program projected \$2,774,162 in revenue for fiscal year 2020. The actual revenue for fiscal year 2020 was \$2,323,285. This is \$450,877 below projections. Detailed revenue information, including a comparison of actual versus projected revenue by industry segment, can be found in Enclosure 3.

Revenue by fee type

Brand inspections and licensing fees	\$1,698,479
Brand recording fees	\$585,075
Estray transfer	\$28,520
Electronic Cattle Transaction Reporting (ECTR) system	\$3,516
Veterinarian and private field livestock inspector certification	\$2,840
Interest on fund balance	\$4,856
Total Revenue	\$2,323,285

Headcount

The livestock identification headcount numbers came from three subsets:

- All cattle inspected from field inspections, Public Livestock Markets and USDA inspected slaughter plants.
- All horses from field inspections including annual horse and lifetime horse inspections.
- All cattle assessed during monthly certified feedlot audits.

The total headcount for fiscal year 2020 was 1,020,570, which was 23,337 more than the 10-year average of 997,233. The field cattle inspection headcount was 632,572, which was 81,637 below the 10-year average of 714,209. The horse inspection headcount was 3,398, which was 1,239 below the 10-year average of 4,637. The certified feedlot assessments were 384,600, which was 106,213 above the 10-year average of 278,387. The program conducted 8,198 inspections in fiscal year 2020 compared to 8,494 in fiscal year 2019. Detailed headcount information can be found at Enclosure 3.

The lower cattle inspection headcount can be attributed to two main factors. First, the state was affected by the COVID-19 pandemic and fewer livestock were inspected from March through June 2020. The program stopped conducting horse inspections and only supported cattle inspections for essential business activities connected to a safe food supply in March and April. Starting in May, the program conducted horse inspections for customers in counties that were in phase II or III of the safe start recovery plan, and guidance from Gov. Inslee regarding agricultural events allowing for the inspection of horses at open consignment horse sales and special sales.

Second, a number of feedlots received a certified feedlot license. A majority of the cattle finished in Washington's feedlots are slaughtered in Washington. By law, cattle delivered to a USDA inspected slaughter facility must be inspected for brands or other proof of ownership unless the cattle are accompanied by an inspection certificate or they originate from a certified feedlot. When a feedlot receives their certification license, their cattle receive a one-time audit fee of \$0.28 per head instead of a typical livestock inspection fee when they are delivered to a slaughter plant. As additional feedlots become certified, cattle numbers will move from the field inspection headcount to the certified feedlot headcount.

For the purposes of livestock inspection fees, “identified” (ID) cattle are those that bear a brand recorded to the owner or have an official electronic 840 series RFID tag. “Non-identified” (non-ID) cattle are everything else. They either bear a brand not recorded to the owner, or they do not have an official electronic 840 series RFID tag, or they are not branded at all (also known as “slick” cattle). Historically, the proportion has been 55 percent ID compared to 45 percent non-ID. The program projected that proportion would remain relatively constant for fiscal year 2020 and move 5 percent each subsequent year towards ID cattle. The actual proportion of ID vs Non-ID in fiscal year 2020 was 66 percent ID and 34 percent Non-ID. This means approximately 63,212 cattle that would have been charged \$4 per head were only charged \$1.21 per head, resulting in a \$176,362 decrease in projected revenue.

Field Inspections

The program categorizes a number of different inspection types for both cattle and horses as field inspections, including: change of ownerships; out of state movements; pasture movements; receiving stations, special sales, annual inspections; lifetime inspections; and all inspection revenue collected by certified veterinarians and private field livestock inspectors.

The field inspection revenue for fiscal year 2020 was \$871,514, which was below the projected revenue by \$121,284. This is primarily due to the unexpected shift of ID versus non-ID cattle noted above. As a result, more animals than projected fell under the \$1.21 per-head fee instead of \$4 per-head fee. This shift indicates more producers than previously predicted are moving to either a registered brand or applying 840 series RFID tags to their cattle. The other significant reason revenue was lower than projected was due to less horse inspections revenue due to the COVID-19 pandemic. As noted previously, WSDA inspectors limited conducting horse inspections in March and April 2020 and focused on inspections for essential business activities supporting the food supply. Horse inspections were conducted when they were co-located with cattle where inspectors were already doing a cattle inspection, at Public Livestock Markets and in counties approved for phase II, III or IV of the Governor’s Safe Start Washington – A Phased Approach to Recovery plan. Certified veterinarians continued conducting horse inspections on behalf of WSDA.

Public Livestock Markets

Revenue for fiscal year 2020 was \$522,156, which was \$102,180 below fiscal year 2020 projected revenue for markets. Markets experienced a decrease of 14,607 cattle compared to their 10-year average. In addition, the proportion of ID vs Non-ID cattle was also 66 percent versus 34 percent, which affected projected revenue for fiscal year 2020.

USDA Inspected Slaughter Facilities

Revenue for fiscal year 2020 was \$196,231, which was \$256,820 below projected revenue. This can be primarily attributed to the significantly lower headcount inspected at slaughter facilities with a daily kill capacity of greater than 500 head. Only two such facilities operate in Washington State, Tyson Fresh Meats and Washington Beef. This is not to say that these slaughter facilities are processing fewer cattle, but the program is conducting fewer livestock inspections at these facilities due to more cattle moving through the certified feedlot program. Livestock inspections are required at USDA inspected slaughter facilities except when the cattle are accompanied by an inspection certificate or when they originate from a certified feedlot. Historically, the program would inspect over 120,000 cattle at these two facilities, but now are inspecting less than 15,000. This is due to the increased number of certified feedlots.

Cattle that originate from a certified feedlot are assessed a \$0.28 per-head audit fee instead of the \$4 or \$1.21 livestock inspection fee. It is important to note that from a cost-recovery basis, certified feedlot audits are extremely cost effective. This industry segment is the only industry segment where revenue exceeds costs.

Certified Feedlots

Revenue for fiscal year 2020 was \$117,808. This was \$31,610 above the projected revenue due to the increased number of feedlots in Washington that are certified. As indicated above, 384,600 cattle received a certified feedlot assessment fee in fiscal year 2020. This is 106,213 cattle above the 10-year average. Three large feedlot operations moved to a certified feedlot status in the past 18 months, after the revenue projections were completed for ESSB 5959 fiscal note.

Brand Recording

Revenue for fiscal year 2020 totaled \$585,075, which was \$8,896 above projected revenue. The program renewed 5,431 brands this year. This reflects a 92.6 percent renewal rate of recorded brands, which is slightly below the historical average of 94 percent renewal rate. However, the program collected \$8,196 in late fees which offset the lower number of brands renewed. Many brand owners renewed their brand late despite the program mailing three brand renewal notices beginning in August 2019. The program initiated a two-year staggered brand renewal cycle this period. Half the brands renewed in December 2019 will be eligible for renewal again in December 2021.

Call-Out Fees

ESSB 5959 authorized a \$20 call-out fee to be charged for each inspection trip. Before July 28, 2019, the program fee structure included a time and mileage fee. The program charged a combination of \$17 per hour plus \$0.58 per mile or the per-head fee, whichever was greater. Since implementing ESSB 5959, the program has collected \$133,600 in call-out fees. This is \$24,540 below the projected callout fees for fiscal year 2020, and is primarily due to the low number of USDA inspected slaughter facility visits. The program wrote 8,198 inspection certificates and conducted 6,680 inspections in fiscal year 2020 compared to 8,494 inspection certificates and 7,907 inspections in fiscal year 2019.

Call-out fees				
Inspection Type	Projected Inspections	Actual Inspections	Projected Revenue	Actual Revenue
Field Inspection	5,500	5,173	\$110,000	\$103,460
Public Livestock Market Inspection	875	861	\$17,500	\$17,220
Slaughter Inspection	1,400	514	\$28,000	\$10,280
Certified Feedlot Audit	132	132	\$2,640	\$2,640
Total	7,907	6,680	\$158,140	\$133,600

Electronic Cattle Transaction Reporting (ECTR):

Since the ECTR system was created in 2016, the dairy industry had made minimal use of it. Out of approximately 400 licensed dairy producers in the state, only eleven had registered to use the system, and only two had reported transactions. ESSB 5959 expanded the use of ECTR to all cattle producers, and required users to apply official electronic 840 series RFID tags to their cattle in order to use the system.

The program retooled the existing ECTR software application and launched it live for both dairy and beef producers in November 2019. Since then, we have had 65 registered users, and 121 transactions involving 775 cattle. Six-hundred and five cattle left Washington on an ECTR certificate while 170 were in-state changes of ownership. Revenue from ECTR registrations and transactions in fiscal year 2020 totals \$3,516.

Program audits revealed that all cattle reported through ECTR were branded with the owner's Washington recorded brand or unbranded. As a result, there have been no requirements for producers reporting cattle branded with another's brand to submit proof of ownership documentation.

Expenditures

Total program expenditures were \$1,944,908, which were \$47,713 below the fiscal year 2020 projections. Salaries and benefits make up the largest portion of expenses. The program employs 19 staff. Twelve brand inspectors and three field supervisors are spread throughout Washington; three office staff and the program manager are based in Olympia. The agency operations support rate increased from 18.9 percent to 22.2 percent on July 1, 2019, adding \$36,926 in un-forecasted expense in fiscal year 2020. In addition, the program spent \$91,979 in technology costs to upgrade our electronic inspection software program (ELID) to meet the requirements of ESSB 5959. These include:

- Ability to scan and upload RFID tag numbers.
- Update the fee structure and add a call-out fee to all inspection types.
- Improve the synchronization process and add a robust error handling capability.

Detailed fiscal year 2020 expenditure information can be found at Enclosure 1.

Salaries and benefits	\$1,267,889
Goods and services	\$181,500
Travel and motor pool	\$154,641
Grants, benefits, client services, professional service contracts, capital outlays, and interagency reimbursements	\$78,123
Subtotal Program Expenditures	\$1,682,153
Agency Operations Support	\$262,755
Total Expenditures	\$1,944,908

Certified Veterinarians and Private Field Livestock Inspectors

The certified veterinarian program began in 1998 and allows accredited veterinarians to be trained by the agency and conduct livestock inspections on behalf of the WSDA director. ESSB 5959 expanded this program and allows the director to enter into agreements with private field livestock inspectors. These private individuals receive the same training as veterinarians and conduct the same type of inspections. By rule, inspectors must recertify every three years. We conduct training 11 times per year (every month except December). There are currently 95 people certified to conduct livestock inspections on behalf of the director - 89 accredited veterinarians and six private field inspectors.

In response to the COVID-19 pandemic, we launched an online version of the training on May 29, 2020, and have completed four online training courses to date. All remaining training dates in 2020 are scheduled to be completed online. We will review in-person training options again in late 2020.

Livestock Identification Advisory Committee

ESSB 5959 expanded the livestock identification advisory committee from six members to 12 members. There are two seats each for six industry segments: beef producers, dairy producers, cattle feeders, public livestock market operators, meat producers, and horse producers. As of June 30, 2020 nine members had been seated. The two meat producer positions and one dairy producer position remained open. The committee must hold at least two meetings annually. Since July 2019, the committee has held two meetings; on October 9, 2019 in Yakima, Washington, and on March 19, 2020 by teleconference due to COVID-19.

Committee Members

Position 1 - Beef Producer – Neil Kayser

Position 2 – Beef Producer – Monte McPeak

Position 3 – Public Livestock Market Operator - Kale McGuinness

Position 4 – Public Livestock Market Operator - Brenda Balmelli

Position 5 – Horse Producer - Brandon Meeks

Position 6 – Horse Producer - Steve Tomson

Position 7 – Dairy Producer - Joan Debruin

Position 8 – Dairy Producer - Vacant

Position 9 – Cattle Feeder – Sam Cossio

Position 10 – Cattle Feeder - Clint Carl

Position 11 – Meat Producer - Vacant

Position 12 – Meat Producer - Vacant

Recommendations

In accordance with RCW 16.57.460, this report must include any recommendations for making the program more efficient, improving the program, or modifying livestock inspection fees to cover the costs of the program. The report must also address the financial status of the program, including whether there is a need to review fees so that the program continues to be supported by fees.

Employee salaries and health benefits make up approximately 65 percent of program expenditures. In order to maintain a financially solvent program and preserve the same service level from WSDA inspectors that producers have experienced for the past 30 plus years the fee structure of the program will need to change. Other alternatives to reducing expenditures but keeping the current service level may include increasing the use of private field inspectors or certified veterinarians and increasing the use of the Electronic Cattle Transaction Reporting system.

We recommend the legislature adjust program fees prior to fiscal year 2023. Without a fee adjustment, the program will have a negative fund balance beginning in November 2022 and will be forced to significantly reduce service levels or cease operations.

Actual expenditures were held below projections, but actual revenue was well below projections. The program made the best estimates and assumptions going into the fiscal year. However, it is impossible to predict producer behavior and how many animals would be inspected in any given year. The total number of animals inspected may vary, but the total number of inspections is generally more stable than headcount. Producers will always need to have cattle inspected, but the number of animals per inspection may change. This is a fee-for-service program and charging a fee for each time an inspector is called to perform the service is more appropriate than relying for a majority of the revenue on a per-head basis. Therefore, we recommend adjusting the call-out fee to provide a larger proportion of the base revenue. A greater proportion of the base revenue coming from call-out fees will provide greater

stability in the annual revenue year over year. Accordingly, a graduated per head inspection fee may also merit exploration. Ultimately, the program needs to recover, as closely as possible, the costs associated with providing the service. There are two ends of a spectrum of fee structure options. On one end of the spectrum, the program could charge only an hourly rate for inspections, regardless of the number of cattle inspected. The current hourly rate would be approximately \$80 per hour to cover all costs. On the other end of the spectrum, the program could charge only a per-head fee to cover costs. That fee would be approximately \$2.78 per head (\$1,944,908 in total expenses minus \$196,916 in other revenue from certified feedlot assessments, new brands, and other revenue as noted in Enclosure 3 = \$1,747,992 expenses to cover with 630,000 livestock = \$2.78 each). Our current fee structure that uses a combination of per-head fees and a call-out fee is somewhere in the middle of this spectrum. We also recommend that fees incorporate some type of annual rate of inflation to keep revenue growth on par with cost increases.

We recommend abolishing the two-tiered fee structure and moving to a single inspection fee for cattle. This will perhaps bring more dairy farmers and producers who do not brand their livestock to the table. Only 38 percent of dairy cattle are branded, while 68 percent of beef cattle are branded. As fiscal year 2020 showed, with such a large discrepancy between the ID rate of \$1.21 and the non-ID rate of \$4, many producers are already shifting to using the 840 series RFID tag or recording a brand and using it. We assume this shift will continue if this large discrepancy remains in effect. Very few producers who do not brand their animals or who do not use 840 RFID tags are willing to pay 250 percent more per head for an inspection. These unknown changes of ownership of unbranded cattle are impossible to trace back for animal disease traceability and for asset protection. Currently no ownership documentation is required for unbranded cattle. The person in possession is assumed to be the owner given no other information, and they can legally sell those animals at a market or other inspection point with just a completed certificate of permit (haul slip).

Call-out revenue makes up 7.7 percent of total base inspection revenue. We recommend exploring a fee structure where a larger proportion of the base revenue is derived from call-out fees. This strategy helps ensure a closer alignment with a cost-recovery fee structure.

An additional point to consider is the increased time, effort and resources required by the program to collect 840 series RFID tag numbers from producers in order to charge the lower ID cattle inspection fee. The program is working with the Animal Disease Traceability program at Public Livestock Markets to look for ways to capture and pair RFID tags electronically through panel readers and system upgrades. Capturing RFID tags in the field is challenging because some producers do not have the restraint facilities required. With current technology, the hand-held wand readers need to be within 12 inches of the tag in order to scan it effectively.

We recommend the Legislature review the inspection fee for cattle at slaughter facilities with a daily capacity of less than 500 animals. As currently written, RCW 16.57.220 (4) states; "The fee for inspection of cattle at a processing plant with a daily capacity of no more than five hundred head of cattle where the United States Department of Agriculture maintains a meat inspection program is four dollars and forty cents per head, with a call out fee of twenty dollars." This

means there is no distinction between ID cattle and non-ID cattle at these facilities. They are all charged a \$4.40 per-head inspection fee. This is the only mandatory inspection point for cattle that assesses this type of fee. All others recognize the option of identified versus non-identified. This places these slaughter facilities at a competitive disadvantage when their customers are required to pay a higher fee for the same service. Before July 28, 2019 when ESSB 5959 was enacted, the fee for these slaughter facilities was \$4 per head, but the time and mileage fee did not apply.

We recommend reviewing the legislative intent for certified veterinarians and private field livestock inspectors remitting call-out fees to WSDA. As written, the statute requires certified veterinarians and private field livestock inspectors to remit the call-out fees along with the required livestock inspection fees to the department. Many certified veterinarians have told us this requirement does not make sense. They are allowed by law to charge fees above and beyond the required inspection fees to cover their costs. Requiring them to submit a minimum call out fee to WSDA forces them to charge two call-out fees - one for WSDA, and one for themselves to cover their costs. In fiscal year 2020, certified veterinarians submitted \$8,060 in call-out fees to the department.

We recommend reviewing the infraction penalty fees. In many instances, it is less expensive to receive an infraction penalty fee than to have a brand inspection. As an example, the penalty for selling animals without a required brand inspection is \$100 for the first offense. A producer could sell 25 unbranded animals to their neighbor without a brand inspection and the penalty for that infraction would cost less than a brand inspection. In order to operate as a legitimate regulatory body, the program needs to have penalty fees set to an appropriate level where the risk is greater than the reward.

A draft of this report and subsequent enclosures was sent to all Livestock Identification Advisory Committee members on August 26, 2020. A conference call with committee members and other industry partners was held on August 31, 2020. The following committee members and industry partners participated in the call:

Brandon Meeks, Committee Member, Position 5 – Horse Producer

Joan Debruin, Committee Member, Position 7 – Dairy Producer

Jesse Fletcher, Committee Member, Position 9 – Cattle Feeder

Clint Carl, Committee Member, Position 10 – Cattle Feeder

Ashley House, Executive Vice President, Washington Cattlemen’s Association

Sam Ledgerwood, President, Washington Cattlemen’s Association

Mark Streuli, Lobbyist, Washington Cattlemen’s Association

Jack Field, Executive Director, Washington Cattle Feeders Association

No opposition received from advisory committee members on the recommendations included in this report.

Enclosure 1 to 2020 Livestock Identification Legislative Report

Livestock Identification Program - Fiscal Year 2020													
Sub Fund 361 Livestock ID	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	FY Total
Beginning Fund Balance	\$ (77)	\$ (41,019)	\$ (37,677)	\$ (13,770)	\$ 139,383	\$ 228,167	\$ 389,206	\$ 379,088	\$ 361,364	\$ 389,908	\$ 428,795	\$ 411,272	
Revenue													
Base Revenue	\$ 96,676	\$ 119,679	\$ 150,091	\$ 218,956	\$ 162,937	\$ 154,215	\$ 131,233	\$ 118,147	\$ 159,093	\$ 121,293	\$ 119,855	\$ 181,179	\$ 1,733,355
3104 - Brand inspections, license fees	\$ 96,116	\$ 111,097	\$ 149,200	\$ 218,733	\$ 162,272	\$ 153,874	\$ 130,932	\$ 117,621	\$ 151,343	\$ 120,689	\$ 117,097	\$ 169,504	\$ 1,698,479
3102 - ECTR	\$ -	\$ -	\$ -	\$ 33	\$ 570	\$ 281	\$ 181	\$ 166	\$ 509	\$ 424	\$ 689	\$ 663	\$ 3,516
3127 - Estray Transfer	\$ -	\$ 8,442	\$ 716	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,701	\$ -	\$ 1,949	\$ 10,712	\$ 28,520
3126 - Vet Certification	\$ 560	\$ 140	\$ 175	\$ 190	\$ 95	\$ 60	\$ 120	\$ 360	\$ 540	\$ 180	\$ 120	\$ 300	\$ 2,840
Brand Recording Revenue	\$ 1,205	\$ 42,544	\$ 53,271	\$ 100,897	\$ 121,157	\$ 173,003	\$ 57,247	\$ 11,434	\$ 11,366	\$ 4,408	\$ 4,911	\$ 3,632	\$ 585,075
3106 - Brand renewals / new brands	\$ 1,205	\$ 42,519	\$ 53,296	\$ 100,897	\$ 121,157	\$ 173,003	\$ 54,222	\$ 9,969	\$ 9,255	\$ 3,563	\$ 4,411	\$ 3,382	\$ 576,879
3123 - Brand Recording Late Fee	\$ -	\$ 25	\$ (25)	\$ -	\$ -	\$ -	\$ 3,025	\$ 1,465	\$ 2,111	\$ 845	\$ 500	\$ 250	\$ 8,196
Interest	\$ -	\$ (81)	\$ (63)	\$ 10	\$ 153	\$ 232	\$ 627	\$ 631	\$ 606	\$ 753	\$ 786	\$ 1,202	\$ 4,856
Total Actual Revenue	\$ 97,881	\$ 162,141	\$ 203,299	\$ 319,864	\$ 284,248	\$ 327,450	\$ 189,107	\$ 130,212	\$ 171,065	\$ 126,455	\$ 125,552	\$ 186,013	\$ 2,323,285
Expenditures													
A - Salaries & Wages	\$ 78,418	\$ 78,345	\$ 79,677	\$ 79,666	\$ 89,554	\$ 83,506	\$ 75,181	\$ 72,603	\$ 65,093	\$ 25,011	\$ 65,628	\$ 68,531	\$ 861,213
B - Employee Benefits	\$ 34,978	\$ 35,573	\$ 36,066	\$ 36,314	\$ 37,797	\$ 37,014	\$ 36,823	\$ 35,413	\$ 31,460	\$ 22,669	\$ 29,604	\$ 32,965	\$ 406,676
C - Professional Service Contracts	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 94	\$ 5,400	\$ 300	\$ -	\$ -	\$ -	\$ 46,440	\$ 52,234
E - Goods and Services	\$ 4,110	\$ 10,856	\$ 26,534	\$ 13,305	\$ 29,576	\$ 8,164	\$ 19,776	\$ 17,076	\$ 10,912	\$ 7,887	\$ 15,439	\$ 17,865	\$ 181,500
G - Travel & Motor Pool	\$ 2,867	\$ 15,575	\$ 11,776	\$ 12,066	\$ 16,512	\$ 14,942	\$ 25,993	\$ 468	\$ 13,161	\$ 10,106	\$ 10,510	\$ 20,665	\$ 154,641
J - Capital Outlays	\$ -	\$ -	\$ -	\$ -	\$ 130	\$ 796	\$ -	\$ 182	\$ -	\$ -	\$ -	\$ -	\$ 1,108
N - Grants, Benefits, Client Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,883	\$ -	\$ -	\$ -	\$ -	\$ 10,624	\$ 25,507
T - Interagency Reimbursements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (726)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (726)
Subtotal Program Expenditures	\$ 120,373	\$ 140,349	\$ 154,053	\$ 141,351	\$ 173,569	\$ 144,516	\$ 177,330	\$ 126,042	\$ 120,626	\$ 65,673	\$ 121,181	\$ 197,090	\$ 1,682,153
Agency Ops Support	\$ 18,450	\$ 18,450	\$ 25,339	\$ 25,360	\$ 21,895	\$ 21,895	\$ 21,895	\$ 21,895	\$ 21,895	\$ 21,895	\$ 21,895	\$ 21,895	\$ 262,755
Total Actual Expenditures	\$ 138,823	\$ 158,799	\$ 179,392	\$ 166,711	\$ 195,464	\$ 166,411	\$ 199,225	\$ 147,937	\$ 142,521	\$ 87,568	\$ 143,076	\$ 218,985	\$ 1,944,908
Excess of Revenues over (under) Expenditures	\$ (40,942)	\$ 3,342	\$ 23,907	\$ 153,153	\$ 88,784	\$ 161,040	\$ (10,118)	\$ (17,725)	\$ 28,544	\$ 38,887	\$ (17,524)	\$ (32,972)	\$ 378,377
Actual Ending Fund Balance	\$ (41,019)	\$ (37,677)	\$ (13,770)	\$ 139,383	\$ 228,167	\$ 389,206	\$ 379,088	\$ 361,364	\$ 389,908	\$ 428,795	\$ 411,272	\$ 378,300	\$ 378,300
Full Time Employee Equivalent (FTE)	19.42	19.41	19.52	21.02	22.21	20.46	18.56	17.85	17.39	11.66	16.70	17.96	18.51

* Agency Operations Support rate increased from 18.9% to 22.2% effective July 1, 2019

* New inspection fees went into effect July 28, 2019

Enclosure 2 to Livestock Identification Legislative Report

Sub Fund 361 Livestock ID

Actual Fund Balance 2019-21 Biennium

-10% 19% 61% 86% -28% 88% -20% 32% 43% -6% 0% 64% 27%

Actual													
	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	FY TOTAL
Beginning Fund Balance	(77)	(41,019)	(37,677)	(13,770)	139,383	228,167	389,206	379,088	361,364	389,908	428,795	411,272	
Revenue (projection based on prior biennium actuals)													
Revenue	97,881	162,223	203,362	319,853	284,094	327,218	188,480	129,581	170,458	125,701	124,766	184,811	2,318,429
Interest	-	(81)	(63)	10	153	232	627	631	606	753	786	1,202	4,856
Total Revenue	97,881	162,141	203,299	319,864	284,248	327,450	189,107	130,212	171,065	126,455	125,552	186,013	2,323,285
Expenditures (Last FY plus 3% sal/ben, 1% other)													
46610 - LID	114,608	131,378	145,621	134,254	165,493	138,280	170,991	119,554	114,597	59,362	114,560	190,539	1,599,237
46620- Impound	188	-	-	-	13	-	-	73	-	54	54	84	466
46630- Electronic Cattle Trans Reporting (ECTR)	-	-	201	123	282	36	97	228	29	165	296	133	1,590
46690 - LID Admin	5,577	8,971	8,231	6,974	7,781	6,200	6,242	6,187	6,000	6,092	6,271	6,334	80,860
Agency Ops Support	18,450	18,450	25,339	25,360	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	262,755
Total Expenditures	138,823	158,799	179,392	166,711	195,464	166,411	199,225	147,937	142,521	87,568	143,076	218,985	1,944,908
Excess of Revenues over (under) Expenditures	(40,942)	3,342	23,907	153,153	88,784	161,040	(10,118)	(17,725)	28,544	38,887	(17,524)	(32,972)	378,377
Ending Fund Balance	(41,019)	(37,677)	(13,770)	139,383	228,167	389,206	379,088	361,364	389,908	428,795	411,272	378,300	
FTEs	19.42	19.41	19.52	21.02	22.21	20.46	18.56	17.85	17.39	11.66	16.70	17.96	18.51

Projected Fund Balance 2019-21 Biennium

	Actual	Projection											FY TOTAL	BIENNIAL TOTAL
	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21		
Beginning Fund Balance	378,300	388,409	341,553	311,616	363,545	326,350	310,368	240,655	208,943	224,311	180,795	129,221		
Revenue														
Revenue (projection based on prior biennium actuals)	121,154	119,704	150,067	218,956.49	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	4,084,459
Interest	-	(667)	(50)	(106)	(156)	(30)	(135)	(111)	(180)	(257)	(316)	(890)	(2,897)	(2,897)
Total Revenue	121,154	119,037	150,017	218,850	162,781	154,185	134,123	119,501	161,025	121,881	120,038	180,539	1,763,132	4,081,562
Expenditures (Last FY plus 3% sal/ben, 1% other)														
46610 - LID	83,957	134,794	149,407	137,745	169,796	141,875	175,437	122,662	117,577	137,028	142,924	195,493	1,708,695	3,307,932
46620- Impound	20	-	-	-	13	-	-	75	-	55	55	86	305	771
46630- Electronic Cattle Trans Reporting (ECTR)	-	-	206	126	289	37	100	234	30	169	304	136	1,631	3,221
46690 - LID Admin	5,173	9,204	8,445	7,155	7,983	6,361	6,404	6,348	6,156	6,250	6,434	6,499	82,413	163,273
Agency Ops Support	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	21,895	262,736	525,492
Total Expenditures	111,045	165,893	179,953	166,921	199,976	170,168	203,835	151,214	145,657	165,397	171,612	224,109	2,055,781	4,000,689
Excess of Revenues over (under) Expenditures	10,109	(46,856)	(29,936)	51,929	(37,195)	(15,983)	(69,713)	(31,713)	15,368	(43,516)	(51,574)	(43,570)	(292,649)	85,728
Ending Fund Balance	388,409	341,553	311,616	363,545	326,350	310,368	240,655	208,943	224,311	180,795	129,221	85,651		
FTEs	15.26	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00		

Estimated 2 months of operating costs

333,391

Salaries/Benefits Increase:

3%

All other Expenditures increase:

1%

Salaries/Benefits represent % of total expenditures:

80%

Salaries increase 2% each fiscal year- All other expenditure increase 1%.

Revenue Increase:

0% FY 2021

Revenue Increase:

0% FY 2022

Revenue Increase:

0% FY 2023

Brand Renewals of \$678,500 in Dec 2019 based on 6% historical decrease in renewals every four years.

Enclosure 2 to Livestock Identification Legislative Report

Sub Fund 361 Livestock ID

Projected Fund Balance 2021-23 Biennium

	Projection												FY TOTAL
	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	
Beginning Fund Balance	85,651	96,723	76,182	71,245	177,802	210,091	296,393	255,191	220,084	232,195	185,043	129,731	
Revenue (projection based on prior biennium actuals)													
Revenue	121,154	145,836	182,822	280,968	237,101	260,543	167,583	119,612	161,204	122,138	120,354	181,429	2,100,745
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	145,836	182,822	280,968	237,101	260,543	167,583	119,612	161,204	122,138	120,354	181,429	2,100,745
Expenditures (based on June projection plus 2% sal/ben, 1% other)													
46610 - LID	86,140	138,298	153,292	141,326	174,211	145,564	179,998	125,852	120,634	140,590	146,640	200,576	1,753,121
46620- Impound	-	-	212	129	297	38	102	240	31	174	312	140	1,674
46690 - LID Admin	5,307	9,444	8,665	7,341	8,191	6,527	6,571	6,513	6,316	6,413	6,601	6,668	84,556
Agency Ops Support	18,635	18,635	25,592	25,614	22,113	22,113	22,113	22,113	22,113	22,113	22,113	22,113	265,383
Total Expenditures	110,082	166,377	187,760	174,410	204,812	174,242	208,785	154,718	149,094	169,291	175,667	229,497	2,104,733
Excess of Revenues over (under) Expenditures	11,072	(20,541)	(4,938)	106,558	32,289	86,301	(41,202)	(35,107)	12,111	(47,152)	(55,313)	(48,068)	(3,988)
Ending Fund Balance	96,723	76,182	71,245	177,802	210,091	296,393	255,191	220,084	232,195	185,043	129,731	81,663	
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	

	Projection												FY TOTAL	BIENNIAL TOTAL
	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23		
Beginning Fund Balance	81,663	90,357	39,843	(2,067)	38,611	(8,014)	(31,996)	(111,376)	(149,931)	(141,121)	(192,100)	(251,405)		
Revenue														
Revenue (projection based on prior biennium actuals)	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,866,774
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,866,774
Expenditures (based on June projection plus 2% sal/ben, 1% other)														
46610 - LID	88,380	141,894	157,277	145,000	178,740	149,349	184,678	129,124	123,770	144,246	150,453	205,791	1,798,702	3,551,822
46620- Impound	-	-	217	133	305	39	105	246	31	178	320	144	1,717	3,391
46690 - LID Admin	5,445	9,689	8,890	7,532	8,404	6,696	6,742	6,682	6,480	6,580	6,773	6,841	86,755	171,311
Agency Ops Support	18,635	18,635	25,592	25,614	22,113	22,113	22,113	22,113	22,113	22,113	22,113	22,113	265,383	530,766
Total Expenditures	112,460	170,218	191,977	178,279	209,562	178,197	213,638	158,166	152,395	173,117	179,659	234,889	2,152,557	4,257,290
Excess of Revenues over (under) Expenditures	8,694	(50,514)	(41,910)	40,677	(46,624)	(23,982)	(79,380)	(38,554)	8,809	(50,979)	(59,305)	(53,460)	(386,527)	(390,516)
Ending Fund Balance	90,357	39,843	(2,067)	38,611	(8,014)	(31,996)	(111,376)	(149,931)	(141,121)	(192,100)	(251,405)	(304,865)		
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00		

Estimated 2 months of operating costs 354,774

Salaries/Benefits Increase: 2% All other Expenditures increase: 1%

Salaries/Benefits represent % of total expenditures: 75%
 Salaries increase 2% each fiscal year- All other expenditure increase 1%.

Enclosure 2 to Livestock Identification Legislative Report

Sub Fund 361 Livestock ID

Projected Fund Balance 2023-25 Biennium

	Projection												FY TOTAL
	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	
Beginning Fund Balance	(304,865)	(298,796)	(328,871)	(344,569)	(249,819)	(231,535)	(159,836)	(213,087)	(255,400)	(250,199)	(305,325)	(368,947)	
Revenue (projection based on prior biennium actuals)													
Revenue	121,154	144,271	180,860	277,254	232,941	254,175	165,588	119,612	161,204	122,138	120,354	181,429	2,080,981
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	144,271	180,860	277,254	232,941	254,175	165,588	119,612	161,204	122,138	120,354	181,429	2,080,981
Expenditures (based on June projection plus 2% sal/ben, 1% other)													
46610 - LID	90,677	145,583	161,367	148,770	183,387	153,232	189,480	132,481	126,988	147,996	154,365	211,141	1,845,468
46620- Impound	-	-	223	136	312	40	107	253	32	183	328	147	1,762
46690 - LID Admin	5,587	9,941	9,121	7,728	8,622	6,870	6,917	6,856	6,649	6,751	6,949	7,019	89,010
Agency Ops Support	18,821	18,821	25,848	25,870	22,335	22,335	22,335	22,335	22,335	22,335	22,335	22,335	268,037
Total Expenditures	115,085	174,345	196,559	182,505	214,657	182,477	218,839	161,924	156,004	177,264	183,977	240,642	2,204,277
Excess of Revenues over (under) Expenditures	6,069	(30,075)	(15,699)	94,750	18,285	71,698	(53,251)	(42,313)	5,201	(55,126)	(63,622)	(59,213)	(123,296)
Ending Fund Balance	(298,796)	(328,871)	(344,569)	(249,819)	(231,535)	(159,836)	(213,087)	(255,400)	(250,199)	(305,325)	(368,947)	(428,160)	
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

	Projection												FY TOTAL	BIENNIAL TOTAL
	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25		
Beginning Fund Balance	(428,160)	(424,595)	(483,280)	(534,210)	(501,831)	(558,550)	(590,976)	(680,666)	(726,608)	(724,882)	(784,036)	(851,861)		
Revenue														
Revenue (projection based on prior biennium actuals)	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,847,010
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,847,010
Expenditures (based on June projection plus 2% sal/ben, 1% other)														
46610 - LID	93,035	149,369	165,562	152,638	188,155	157,216	194,406	135,925	130,290	151,844	158,378	216,631	1,893,450	3,738,918
46620- Impound	-	-	229	140	321	41	110	259	33	188	337	151	1,808	3,570
46690 - LID Admin	5,732	10,199	9,358	7,929	8,847	7,049	7,097	7,034	6,822	6,926	7,130	7,201	91,324	180,335
Agency Ops Support	18,821	18,821	25,848	25,870	22,335	22,335	22,335	22,335	22,335	22,335	22,335	22,335	268,037	536,074
Total Expenditures	117,588	178,389	200,997	186,577	219,657	186,640	223,948	165,554	159,479	181,293	188,179	246,318	2,254,619	4,458,896
Excess of Revenues over (under) Expenditures	3,566	(58,686)	(50,930)	32,379	(56,720)	(32,425)	(89,690)	(45,942)	1,726	(59,154)	(67,825)	(64,889)	(488,590)	(611,886)
Ending Fund Balance	(424,595)	(483,280)	(534,210)	(501,831)	(558,550)	(590,976)	(680,666)	(726,608)	(724,882)	(784,036)	(851,861)	(916,750)		
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

Estimated 2 months of operating costs 371,575

Salaries/Benefits Increase: 2% All other Expenditures increase: 1%

Salaries/Benefits represent % of total expenditures: 75%
 Salaries increase 2% each fiscal year- All other expenditure increase 1%.

Brand Renewals of \$637,790 in Dec 2023 based on 6% historical decrease in renewals every four years.

Enclosure 2 to Livestock Identification Legislative Report

Sub Fund 361 Livestock ID

Projected Fund Balance 2025-27 Biennium

	Projection												FY TOTAL
	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	
Beginning Fund Balance	(916,750)	(915,941)	(955,868)	(982,663)	(899,916)	(896,182)	(839,133)	(904,838)	(954,727)	(956,790)	(1,020,300)	(1,092,661)	
Revenue (projection based on prior biennium actuals)													
Revenue	121,154	142,799	179,015	273,760	228,745	248,184	163,709	119,612	161,204	122,138	120,354	181,429	2,062,104
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	142,799	179,015	273,760	228,745	248,184	163,709	119,612	161,204	122,138	120,354	181,429	2,062,104
Expenditures (based on June projection plus 2% sal/ben, 1% other)													
46610 - LID	95,454	153,252	169,867	156,607	193,047	161,303	199,461	139,460	133,677	155,792	162,496	222,263	1,942,680
46620- Impound	-	-	234	143	329	42	113	266	34	192	345	155	1,855
46690 - LID Admin	5,881	10,465	9,601	8,135	9,077	7,232	7,281	7,217	6,999	7,106	7,315	7,389	93,699
Agency Ops Support	19,009	19,009	26,107	26,128	22,558	22,558	22,558	22,558	22,558	22,558	22,558	22,558	270,717
Total Expenditures	120,344	182,726	205,809	191,014	225,011	191,136	229,413	169,501	163,268	185,649	192,715	252,365	2,308,951
Excess of Revenues over (under) Expenditures	810	(39,928)	(26,794)	82,746	3,735	57,048	(65,704)	(49,889)	(2,064)	(63,510)	(72,360)	(70,936)	(246,847)
Ending Fund Balance	(915,941)	(955,868)	(982,663)	(899,916)	(896,182)	(839,133)	(904,838)	(954,727)	(956,790)	(1,020,300)	(1,092,661)	(1,163,597)	
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

	Projection												FY TOTAL	BIENNIAL TOTAL
	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26	Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27		
Beginning Fund Balance	(1,163,597)	(1,165,422)	(1,232,701)	(1,293,116)	(1,269,460)	(1,336,797)	(1,378,101)	(1,478,635)	(1,532,344)	(1,538,066)	(1,605,817)	(1,682,601)		
Revenue														
Revenue (projection based on prior biennium actuals)	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,828,133
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,828,133
Expenditures (based on June projection plus 2% sal/ben, 1% other)														
46610 - LID	97,936	157,237	174,283	160,679	198,067	165,497	204,647	143,086	137,153	159,843	166,721	228,042	1,993,190	3,935,869
46620- Impound	-	-	241	147	338	43	116	273	35	197	354	159	1,903	3,758
46690 - LID Admin	6,034	10,737	9,851	8,347	9,313	7,420	7,471	7,405	7,181	7,291	7,505	7,581	96,135	189,834
Agency Ops Support	19,009	19,009	26,107	26,128	22,558	22,558	22,558	22,558	22,558	22,558	22,558	22,558	270,717	541,434
Total Expenditures	122,979	186,983	210,482	195,301	230,275	195,519	234,791	173,321	166,926	189,889	197,139	258,340	2,361,945	4,670,895
Excess of Revenues over (under) Expenditures	(1,825)	(67,279)	(60,415)	23,655	(67,337)	(41,304)	(100,534)	(53,710)	(5,722)	(67,751)	(76,784)	(76,911)	(595,916)	(842,762)
Ending Fund Balance	(1,165,422)	(1,232,701)	(1,293,116)	(1,269,460)	(1,336,797)	(1,378,101)	(1,478,635)	(1,532,344)	(1,538,066)	(1,605,817)	(1,682,601)	(1,759,512)		
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

Estimated 2 months of operating costs **389,241**

Salaries/Benefits Increase: 2% All other Expenditures increase: 1%

Salaries/Benefits represent % of total expenditures: 75%
 Salaries increase 2% each fiscal year- All other expenditure increase 1%.

Enclosure 2 to Livestock Identification Legislative Report

Sub Fund 361 Livestock ID

Projected Fund Balance 2027-29 Biennium

	Projection												FY TOTAL
	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27	Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	
Beginning Fund Balance	(1,759,512)	(1,764,231)	(1,814,352)	(1,852,604)	(1,782,078)	(1,793,165)	(1,750,836)	(1,829,421)	(1,887,276)	(1,896,977)	(1,969,304)	(2,050,853)	
Revenue (projection based on prior biennium actuals)													
Revenue	121,154	141,419	177,285	270,486	224,814	242,570	161,950	119,612	161,204	122,138	120,354	181,429	2,044,416
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	141,419	177,285	270,486	224,814	242,570	161,950	119,612	161,204	122,138	120,354	181,429	2,044,416
Expenditures (based on June projection plus 2% sal/ben, 1% other)													
46610 - LID	100,482	161,325	178,815	164,857	203,216	169,800	209,968	146,806	140,719	163,999	171,056	233,971	2,045,012
46620- Impound	-	-	247	151	346	44	119	280	36	203	363	163	1,952
46690 - LID Admin	6,191	11,016	10,107	8,564	9,555	7,613	7,665	7,597	7,368	7,481	7,700	7,778	98,635
Agency Ops Support	19,199	19,199	26,368	26,390	22,784	22,784	22,784	22,784	22,784	22,784	22,784	22,784	273,424
Total Expenditures	125,872	191,540	215,536	199,961	235,901	200,241	240,535	177,467	170,906	194,465	201,903	264,696	2,419,024
Excess of Revenues over (under) Expenditures	(4,718)	(50,122)	(38,251)	70,526	(11,086)	42,329	(78,585)	(57,855)	(9,701)	(72,327)	(81,549)	(83,267)	(374,608)
Ending Fund Balance	(1,764,231)	(1,814,352)	(1,852,604)	(1,782,078)	(1,793,165)	(1,750,836)	(1,829,421)	(1,887,276)	(1,896,977)	(1,969,304)	(2,050,853)	(2,134,120)	
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

	Projection												FY TOTAL	BIENNIAL TOTAL
	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28	Jan-29	Feb-29	Mar-29	Apr-29	May-29	Jun-29		
Beginning Fund Balance	(2,134,120)	(2,141,612)	(2,217,929)	(2,288,317)	(2,273,834)	(2,352,339)	(2,402,979)	(2,514,918)	(2,576,795)	(2,590,347)	(2,667,137)	(2,753,344)		
Revenue														
Revenue (projection based on prior biennium actuals)	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,810,445
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	121,154	119,704	150,067	218,956	162,937	154,215	134,258	119,612	161,204	122,138	120,354	181,429	1,766,029	3,810,445
Expenditures (based on June projection plus 2% sal/ben, 1% other)														
46610 - LID	103,095	165,519	183,464	169,143	208,500	174,215	215,427	150,623	144,377	168,262	175,503	240,055	2,098,183	4,143,195
46620- Impound	-	-	253	155	355	45	122	287	37	208	373	168	2,003	3,956
46690 - LID Admin	6,352	11,302	10,370	8,786	9,803	7,811	7,864	7,795	7,559	7,675	7,901	7,980	101,199	199,834
Agency Ops Support	19,199	19,199	26,368	26,390	22,784	22,784	22,784	22,784	22,784	22,784	22,784	22,784	273,424	546,849
Total Expenditures	128,646	196,021	220,455	204,474	241,442	204,855	246,197	181,488	174,757	198,929	206,560	270,986	2,474,809	4,893,833
Excess of Revenues over (under) Expenditures	(7,492)	(76,317)	(70,388)	14,483	(78,504)	(50,640)	(111,939)	(61,877)	(13,552)	(76,791)	(86,206)	(89,557)	(708,780)	(1,083,388)
Ending Fund Balance	(2,141,612)	(2,217,929)	(2,288,317)	(2,273,834)	(2,352,339)	(2,402,979)	(2,514,918)	(2,576,795)	(2,590,347)	(2,667,137)	(2,753,344)	(2,842,900)		
FTEs	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00

Estimated 2 months of operating costs **407,819**

Salaries/Benefits Increase: 2% All other Expenditures increase: 1%

Salaries/Benefits represent % of total expenditures: 75%
 Salaries increase 2% each fiscal year- All other expenditure increase 1%.

Brand Renewals of \$599,522 in Dec 2027 based on 6% historical decrease in renewals every four years.

Enclosure 3 to 2020 Livestock Identification Program Legislative Report

Livestock Identification Program Fiscal Year 2020 Actuals Vs. Projected			
	PROJECTED	ACTUAL	VARIANCE
Beginning Fund Balance	\$ -	\$ (77)	\$ (77)
TOTAL REVENUE	\$ 2,774,162	\$ 2,323,285	\$ (450,877)
Program Expenditures	\$ 1,766,792	\$ 1,682,153	\$ (84,639)
Agency Operations Support	\$ 225,829	\$ 262,755	\$ 36,926
TOTAL EXPENDITURES	\$ 1,992,621	\$ 1,944,908	\$ (47,713)
Excess of Revenue over (under) Expenditures	\$ 793,791	\$ 378,377	\$ (415,414)
Ending Fund Balance	\$ 793,791	\$ 378,300	\$ (415,491)
2-Month Operating Reserve	\$ 332,104	\$ 324,151	
HEADCOUNTS			
Cattle	997,233	1,020,570	23,337
Field Cattle ID	714,209	632,572	(81,637)
Field Cattle Non-ID	176,767	238,355	61,588
Public Livestock Market ID	144,627	115,752	(28,875)
Public Livestock Market Non-ID	133,557	141,473	7,916
Large Slaughter ID	109,274	86,751	(22,523)
Large Slaughter Non-ID	66,779	10,715	(56,064)
Small Slaughter	54,637	2,322	(52,315)
Horses	4,637	3,398	(1,239)
Horse One-Way (CO, OS, Market)	2,944	2,596	(348)
Horse Annual	673	255	(418)
Horse Lifetime	1,020	547	(473)
Certified Feedlot Audits	278,387	384,600	106,213
PROPORTION OF ID & NON ID CATTLE			
Identified Cattle	55%	66%	11%
Non Identified Cattle	45%	34%	-11%

Enclosure 3 to 2020 Livestock Identification Program Legislative Report

Livestock Identification Program Fiscal Year 2020 Actuals Vs. Projected			
	PROJECTED	ACTUAL	VARIANCE
REVENUE BY INDUSTRY SEGMENT			
Field Cattle - ID	\$ 213,888	\$ 279,960	\$ 66,072
Field Cattle - Non ID	\$ 578,509	\$ 438,028	\$ (140,481)
Horse One-Way	\$ 11,334	\$ 9,995	\$ (1,340)
Horse Annual Inspection	\$ 14,806	\$ 5,610	\$ (9,196)
Horse Lifetime Inspection	\$ 64,260	\$ 34,461	\$ (29,799)
Field Inspections Call Out Fee	\$ 110,000	\$ 103,460	\$ (6,540)
Subtotal Field Inspection Revenue	\$ 992,797	\$ 871,514	\$ (121,284)
Public Livestock Market - ID	\$ 159,326	\$ 169,229	\$ 9,903
Public Livestock Market - Non ID	\$ 430,935	\$ 331,212	\$ (99,723)
Public Livestock Market Minimum Fee Sales	\$ 14,100	\$ 1,500	\$ (12,600)
Public Livestock Market Call Out Fee	\$ 17,500	\$ 17,220	\$ (280)
Public Livestock Market License Fee	\$ 2,475	\$ 2,995	\$ 520
Subtotal Public Livestock Market Revenue	\$ 624,336	\$ 522,156	\$ (102,180)
Large Slaughter - ID	\$ 80,802	\$ 12,965	\$ (67,837)
Large Slaughter - Non ID	\$ 218,548	\$ 9,288	\$ (209,260)
Small Slaughter	\$ 125,701	\$ 163,698	\$ 37,997
Slaughter Call Out Fee	\$ 28,000	\$ 10,280	\$ (17,720)
Subtotal Slaughter Facility Revenue	\$ 453,051	\$ 196,231	\$ (256,820)
Certified Feedlot Audit	\$ 77,948	\$ 107,688	\$ 29,740
Certified Feedlot Call Out Fee	\$ 2,640	\$ 2,640	\$ -
Certified Feedlot License Fee	\$ 5,610	\$ 7,480	\$ 1,870
Subtotal Certified Feedlot Revenue	\$ 86,198	\$ 117,808	\$ 31,610
Brand Renewal - biennial staggered renewal starting FY22	5,512	5,431	-81
Brand Renewal	\$ 545,704	\$ 545,700	\$ (4)
New Brands / Brand Transfer	\$ 30,475	\$ 39,375	\$ 8,900
Subtotal Brand Recording Revenue	\$ 576,179	\$ 585,075	\$ 8,896
Estray Transfer	\$ 41,601	\$ 28,521	\$ (13,080)
Vet Certification	\$ 0	\$ 2,840	\$ 2,840
ECTR	\$ 0	\$ 3,516	\$ 3,516
Interest	\$ 0	\$ 4,856	\$ 4,856
Subtotal Other Revenue	\$ 41,601	\$ 39,733	\$ (1,868)
Total	\$ 2,774,162	\$ 2,332,517	\$ (441,645)

Note: Variance between FY 20 actual revenue from AFRS and total reported revenue is due to year- end closeout. \$9,232 for inspections conducted in June 2020 received in July, 2020 and will be allocated to FY 2021 revenue.