



Arizona Department of Agriculture

Office of Pest Management

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INTEROFFICE MEMORANDUM

TO: Jack Peterson, Acting Director
FROM: Vince Craig, Compliance Manager
RE: Revenue from Continuing Education
DATE: November 10, 2011

During the October, 2011, Pest Management Advisory Committee Meeting, you assigned me to research how much revenue the Office of Pest Management collected for continuing education courses. **The *approximate* revenue generated from continuing education from Fiscal Year 2009 to November 10, 2011 amounted to \$65,232.00.** Below, is an explanation of how the totals were derived.

FY2012: \$1,872.00

This total is based on the Point of Sale System which the OPM Accounting staff did not utilize for continuing education purposes until FY2011. The dollar amount reflects all CE funds received and deposited from 7-1-2011 to 11-10-11 only. **As a reminder, the OPM only has three additional classes scheduled (Phoenix, Tucson and Prescott) before the end of FY2012. The combined total capacity of these classes can be no more than 240 attendees.**

FY 2011: \$11,520.00

This total is based on the amounts recorded via Point of Sale System during FY2011.

FY2010: \$26,352.00

This total is based on the 549 unique licensed holders who attended continuing education classes and received credit (549 attendees x \$48.00 a class = \$26,352.00). The dollar amount should be considered an approximation, as a small percentage of those attendees were government employees and speakers (State, City, and County) who were not charged for the courses.

Continued on the next page...

FY2009: \$27,360.00

This total is based on the 570 unique licensed holders who attended continuing education classes and received credit (570 attendees x \$48.00 a class = \$27,360.00). The dollar amount should be considered an approximation, as a small percentage of those attendees were government employees and speakers (State, City, and County) who were not charged for the courses.