ASMI Board of Directors Meeting
Fiscal Presentation for FY2015

October 21 – 23, 2015

FY15 Totals (In Thousands)

Total FY15 Exp	
Total	$21,065.0
Personal Svcs	$ 2,400.6
Travel	$ 482.6
Contractual	$17,765.5
Commodities	$ 416.3
Capital Outlay	$ - 0 -

Fund Source	
Total	$21,065.0
SDPR	$ 9,634.8
Fed receipts	$ 4,046.6
GF	$ 7,383.6

CF amt from FY15 to FY16 = $19,217.0

Board Approved FY15 Total Budget = $24,598.0
Balance = $3,533.0

FY15 Total by Category

Category	FY15 Board Appr Bud	FY15 Exp	Difference
Exec Office/Admin	$ 3,643.1	$2,017.1	$1,626.0
Communication	$ 1,200.0	$1,348.0	($ 148.0)
Technical	$ 900.0	$ 349.8	$ 550.2
Retail	$ 2,000.0	$2,180.1	($ 180.1)
Foodservice	$ 2,200.0	$2,200.0	$ -0-
International	$ 7,905.0	$7,401.3	$ 503.7
Global Food Aid	$ 350.0	$ 370.3	($ 20.3)
RFM* includes $373k add'l	$ 1,105.9	$ 855.7	$ 250.2
Advertising	$ 2,569.0	$2,286.1	$ 282.9
Consumer PR	$ 1,000.0	$ 759.7	$ 240.3
FY15 TOTAL	**$22,873.0**	**$19,768.1**	**$3,104.9**

BOD requests during FY15

Category	FY15 Board Appr Bud	FY15 Exp	Difference
NEU Canned Sockeye	$ 350.0	$ 334.1	$ 15.9
Canada Canned Sockeye	$ 250.0	$ 3.5	$ 246.5
Frozen Sockeye – Domestic	$ 375.0	$ 337.9	$ 37.1
Frozen Sockeye – Intl	$ 375.0	$ 365.7	$ 9.3
Friends of Milan	$ 250.0	$ 255.9	($ 5.9)
FY15 TOTAL	**$1,600.0**	**$ 1,297.1**	**$ 302.9**

Revenues FY15 vs FY16

FY15 Revenue Auth

FY15 Revenues	
Total	$26,710.1
Stat Desig Pgm Rec	$14,826.5
Federal Receipts	$ 4,500.0
General Fund Match	$ 4,500.0
General Fund	$ 2,883.6

FY16 Revenue Auth

FY16 Revenues
$24,424.2
$14,995.2
$ 4,500.0
$ 4,500.0
$ 429.0

Difference between FY15 & FY16 = $2,285.9 reduction

FY15/FY16 Budget by Category

Category	FY15 Budget	FY16 Budget	Difference
Exec Office/Admin	$ 3,643.1	$3,085.0	($ 558.1)
Communication	$ 1,200.0	$1,200.0	$ - 0 -
Technical	$ 900.0	$ 390.0	($ 510.0)
Retail	$ 2,000.0	$2,000.0	$ - 0 -
Foodservice	$ 2,200.0	$2,200.0	$ - 0 -
International	$ 7,905.0	$7,910.6	$ 5.6
Global Food Aid	$ 350.0	$ 390.0	$ 40.0
RFM	$ 1,105.9	$1,840.0	$ 734.1
Advertising	$ 2,569.0	$2,289.4	($ 279.6)
Consumer PR	$ 1,000.0	$1,000.0	$ - 0 -
FY15 TOTAL	**$22,873.0**	**$22,305.0**	**($ 568.0)**

ASMI Receipts applied in FY 2015 as of 7/31/15

Infomaker Query: asmi_tpa_credits

Fisheries Business ASMI 60690				
FY 2015 Receipts (7-1-14 to 6-30-15)	Tax	Penalties	Interest	Total
CY 2015	309,218.27	-	-	309,218.27
CY 2014	6,675,616.04	5,937.66	362.37	6,681,916.07
CY 2013	47,124.73	2,867.87	301.20	50,293.80
CY 2012	1,987.56	718.02	449.46	3,155.04
CY 2011	299.95	74.99	70.57	445.51
CY 2010 & prior	(0.80)	12.78	(1.57)	10.41
	7,034,245.75	9,611.32	1,182.03	7,045,039.10

Fishery Resource Landing ASMI 60695				
FY 2015 Receipts (7-1-14 to 6-30-15)	Tax	Penalties	Interest	Total
CY 2015	-	-	-	-
CY 2014	45,833.66	-	-	45,833.66
CY 2013	2,146,693.64	-	-	2,146,693.64
CY 2012	116,750.88	-	-	116,750.88
CY 2011	119,794.39	-	-	119,794.39
CY 2010 & prior	-	-	-	-
	2,429,072.57	-	-	2,429,072.57

FY2015 Total = $9,474,111.67

FY17 Budget Information

- FY2017 Governor's Budget released on December 15, 2015.
- Legislature convenes January 19, 2016
- Legislature adjourns April 17, 2016

Achievements & Future Goals

- ACHIEVEMENTS
- Fiscal staff fully staffed
- Approved Procurement Policy & Procedures
- Improved Travel Processing
- Updating/creating PDs for all ASMI positions

- FUTURE GOALS
- Reviewing contracts that need to go out for RFP
- Continue to learn new accounting system
- Create/update ASMI IT policy

Challenges moving forward

- New accounting system starting in FY16 (7.1.15)
- Continue to review internal processes to be more efficient

Marketing Tax Assessment Revenues

Actual & Estimated Revenue by Source

FBT = Fisheries Business Tax, FLT = Fisheries Resource Landing Tax *Figures in $Millions.*

Fiscal Year	$ASMI Total	$FBT	$ASMI	$FLT	$ASMI
FY11	**$7.6**	$45.7	$6.1	$10.1	$1.5
FY12	**11.2**	50.6	9.3	13.3	1.9
FY13	**9.56**	46.9	7.6	14.7	2.0
FY14	**10.23**	51.2	7.9	14.0	2.4
FY15 - Actual	**$9.47**	45.3	7.0	14.2	2.4
FY16 – Est.	***$8.74***	***$41.0***	***$6.5***	***$15.3***	***$2.2***

- Actual FY15 revenue was $9.47M, (vs $9.15M estimate)
- Estimating $700K less in assessment revenue for FY16
- Best guesstimate for FY17 (next year): flat to slightly less revenue, very early to call but more downside risk.
- Estimates are conservative, based on best available info

Why Are Assessment Revenues Down?

Figures in $Millions.

FBT Species	2014P Ex-Vessel $M	2015E Ex-Vessel $M	Difference $M
Salmon	$602	$475	**- $127**
Groundfish	365	382	+ 17
Crab	257	230	- 26
Halibut/Black Cod	192	205	+ 13
Other	26	25	- 1
FLT Species	**2013 Ex-Vessel $M**	**2014P Ex-Vessel $M**	**Difference $M**
Groundfish	$480	$485	+ 5

- **Current FY: Mostly a result of lower salmon value in 2015**
- **Last FY: Mostly a result of lower FLT groundfish value in 2014**

Assessment Revenue Summary

- Ex-vessel value down in FY16, will likely have less assessment revenue this cycle (~$700K)
- FY17 Crystal Ball: Flat to lower revenue
  - Based on CY2016 Catcher-Vessel harvest value & CY2015 Catcher-Processor harvest value
  - Should be prepared for $8.75M to possibly as low as $8.0M in assessment revenue
  - Ongoing impact and movement of currencies? CY16 salmon runs? Many variables at play.

Questions?

Thank you!