

Alaska Seafood Marketing Institute

Overview & Proposed FY18 Admin Budget

Becky Monagle
Finance Director
May 8, 2017

Proposed ASMI Spend Plan

	FY16 Actuals	FY17 Projected	FY18 Projected	FY19 Projected	FY20 Projected	FY21 Projected
PY Carryforward	\$ 19,217.0	\$ 18,846.1	\$ 16,629.7	\$ 13,338.3	\$ 10,838.3	\$ 8,338.3
Fed Receipts	\$ 4,164.6	\$ 4,323.6	\$ 4,215.8	\$ 4,000.0	\$ 4,000.0	\$ 4,000.0
GF Match	\$ 4,482.3	\$ 2,000.0	\$ 1,000.0	\$ -	\$ -	\$ -
GF	\$ 429.0	\$ -	\$ -	\$ -	\$ -	\$ -
SDPR	<u>\$ 9,681.8</u>	<u>\$ 8,500.0</u>				
Total Revenue	\$ 37,974.7	\$ 33,669.7	\$ 30,345.5	\$ 25,838.3	\$ 23,338.3	\$ 20,838.3
Spend Plan	<u>(\$19,128.6)</u>	<u>(\$17,040.0)</u>	<u>(\$17,007.2)</u>	<u>(\$15,000.0)</u>	<u>(\$15,000.0)</u>	<u>(\$15,000.0)</u>
Ending Carryforward	\$ 18,846.1	\$ 16,629.7	\$ 13,338.3	\$ 10,838.3	\$ 8,338.3	\$ 5,838.3

FY18 ASMI Proposed Budget by Program

Program	FY17 Budget	%	FY18 Budget	%
Executive Office/Admin	\$ 2,390,000	14%	\$ 2,400,000	
Communications	\$ 840,000	5%	\$ 900,000	
Technical	\$ 390,000	2%	\$ 390,000	
RFM	\$ 1,034,000	6%	\$ 1,034,000	
Retail	\$ 1,920,645	11%	\$ 1,920,645	
Foodservice	\$ 2,120,645	12%	\$ 2,120,645	
International	\$ 6,954,710	41%	\$ 6,846,935	
Global Food Aid	\$ 390,000	2%	\$ 395,000	
Consumer PR	\$ 1,000,000	6%	\$ 1,000,000	
GRAND TOTAL	\$17,040,000	100%	\$17,007,225	

*Capital monies requested for Canned Salmon, Herring & Protein Powder = \$120,000 or remaining fund balance as of 6.30.17.

Admin/Exec Office Proposed FY18 Budget

Admin/Exec Office	FY17 Budget	FY18 Budget	Difference
Personal Services	\$ 535,000	\$ 685,000	\$150,000
Travel	\$ 110,000	\$ 90,000	(\$ 20,000)
Fulfillment House	\$ 200,000	\$ 150,000	(\$ 50,000)
Board & Committees	\$ 200,000	\$ 200,000	\$ -
SMIS	\$ 185,000	\$ 185,000	\$ -
Consolidated Costs	\$ 400,000	\$ 400,000	\$ -
Core Costs	\$ 240,000	\$ 240,000	\$ -
Boston Go Wild	\$ 130,000	\$ 110,000	(\$ 20,000)
Website/IT Support	\$ 350,000	\$ 300,000	(\$ 50,000)
Trademark Costs	\$ 40,000	\$ 40,000	\$ -
TOTALS	\$2,390,000	\$2,400,000	\$ 10,000

Admin Program Highlights/Challenges

- Receive fish tax revenue from DOR on quarterly basis
- Personnel policy pending review
- RFPs solicited - spring 2017
- IRIS HRM system went live January 17, 2017
- HR recruitments

Questions???

Thank you!