

ALASKA SEAFOOD MARKETING INSTITUTE

Overview & Proposed FY22 Admin Budget

Becky Monagle

Finance Director

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FY22 ASMI Proposed Budget by Program

Program	FY21 Budget	FY22 Budget	Diff
Executive Office/Admin	\$ 2,212,395	\$ 2,175,000	(\$ 37,395)
Communications	\$ 877,000	\$ 862,000	(\$ 15,000)
Technical	\$ 440,100	\$ 390,000	(\$ 50,100)
Sustainability/RFM	\$ 687,000	\$ 362,000	(\$325,000)
Retail	\$ 1,955,149	\$ 1,880,100	(\$ 75,049)
Foodservice	\$ 1,746,500	\$ 1,746,500	\$ -
International – MAP	\$ 5,235,240	\$ 4,968,502	(\$ 266,738)
International - Match	\$ 2,365,000	\$ 2,355,000	(\$ 10,000)
International – ATP	\$ 1,650,000	\$ 1,282,000	(\$ 368,000)
International – ATP/A-Match	\$ 130,000	\$ 140,000	\$ 10,000
Cochran Missions (FY20 actuals)	\$ - 0 -	\$ - 0 -	\$ -
Global Food Aid	\$ 345,000	\$ 345,000	\$ -
Consumer PR	\$ 1,097,605	\$ 1,000,000	(\$ 97,605)
GRAND TOTAL	\$18,740,989	\$17,506,102	(\$1,234,887)

Capital AR – Balance currently \$111k.

Admin/Exec Office Proposed FY22 Budget

Admin/Exec Office	FY21 Budget	FY22 Budget	Diff
Personal Services	\$ 780,000	\$ 824,000	\$ 44,000
Travel	\$ 32,395	\$ 60,000	\$ 27,605
Fulfillment House	\$ 125,000	\$ 100,000	(\$ 25,000)
Boards/Committees	\$ 125,000	\$ 116,000	(\$ 9,000)
SMIS	\$ 185,000	\$ 200,000	\$ 15,000
Consolidated Costs	\$ 410,000	\$ 375,000	(\$ 35,000)
Core Costs	\$ 240,000	\$ 240,000	\$ -
Boston Go Wild	\$ 50,000	\$ 50,000	\$ -
Website/IT Support	\$ 260,000	\$ 200,000	(\$ 60,000)
Law/Trademark Costs	\$ 5,000	\$ 10,000	\$ 5,000
GRAND TOTAL	\$ 2,212,395	\$ 2,175,000	(\$ 37,395)

Proposed ASMI Spend Plan

	FY20 Actuals	FY21 Projected	FY22 Projected	FY23 Projected	FY24 Projected	FY25 Projected	FY26 Projected
PY Carryforward	\$16,922.2	\$13,309.3	\$11,953.6	\$ 9,198.0	\$ 7,199.4	\$ 5,795.8	\$ 4,484.7
Fed Receipts	\$ 5,625.0	\$ 6,885.2	\$ 6,250.5	\$ 5,200.0	\$ 5,200.0	\$ 4,000.0	\$ 4,000.0
SDPR	<u>\$ 6,269.3</u>	<u>\$ 10,500.0</u>	<u>\$ 8,500.0</u>	<u>\$ 8,500.0</u>	<u>\$ 9,000.0</u>	<u>\$ 9,000.0</u>	<u>\$ 9,000.0</u>
Total Revenue	\$28,816.5	\$ 30,694.5	\$26,704.1	\$22,898.0	\$21,399.4	\$18,795.8	\$17,484.7
Spend Plan	<u>\$15,507.2</u>	<u>\$ 18,740.9</u>	<u>\$17,506.1</u>	<u>\$15,698.6</u>	<u>\$15,603.6</u>	<u>\$14,311.1</u>	<u>\$14,018.6</u>
Ending Carryforward	\$13,309.3	\$ 11,953.6	\$ 9,198.0	\$ 7,199.4	\$ 5,795.8	\$ 4,484.7	\$ 3,466.1

FY2025 Cash Flow issues

CF Balance	\$5,795.8	
July - Oct Exp	(\$2,617.3)	\$3,178.5
1 st Qtr Tax Rev	\$ 1,400.0	\$4,578.5
Nov - Jan Exp	(\$2,765.8)	\$1,812.7
2 nd Qtr Tax Rev	\$ 250.0	\$2,062.7
Feb - Mar Exp	(\$1,887.5)	\$ 175.2
3 rd Qtr Tax Rev	\$ 2,700.0	\$2,875.2
Apr - Jun Exp	(\$2,310.3)	\$ 564.9
4 th Qtr Tax Rev (rec'd Aug)	\$4,650.0	\$5,214.90
June/July exp for prior year	(\$730.2)	\$4,484.7

Assumptions:

- Revenue estimates = \$9m
- SDPR expenditures = \$10,311,100

Questions??

Thank you!

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