



ASMI ALL HANDS MEETING  
FISCAL PRESENTATION FOR FY2019

Becky Monagle, Finance Director



# SUMMARY

- ❖ FY19 (July 1, 2018 – June 30, 2019)
- ❖ Compare FY19 to FY20 (July 1, 2019 – June 30, 2020)
- ❖ Forecasting industry assessment

# FY19 TOTALS (IN THOUSANDS)

JULY 1, 2018 – JUNE 30, 2019

Total FY19 Exp	
<b>Total</b>	<b>\$15,463.7</b>
Personal Services	\$ 2,182.3
Travel	\$ 471.7
Contractual	\$12,486.3
Commodities	\$ 323.4
Capital Outlay	\$ -

Fund Source	
<b>Total</b>	<b>\$15,463.7</b>
SDPR	\$11,211.4
Fed Receipts	\$ 4,252.3

# FY19 TOTAL BY PROGRAM

Program	FY19 Budget	FY19 Expenditures	Difference
Exec Office/Admin	\$ 2,000.0	\$ 1,821.4	\$ 178.6
Communications	\$ 840.0	\$ 748.4	\$ 91.6
Technical	\$ 350.0	\$ 334.1	\$ 15.9
Retail	\$ 1,910.0	\$ 2,012.4	\$ (102.4)
Foodservice	\$ 1,950.0	\$ 1,828.9	\$ 121.1
International	\$ 6,750.0	\$ 6,737.3	\$ 12.7
Global Food Aid	\$ 355.0	\$ 313.9	\$ 41.1
Sustainability/RFM	\$ 875.0	\$ 716.0	\$ 159.0
Consumer PR	\$ 970.0	\$ 951.3	\$ 18.7
<b>FY19 TOTAL</b>	<b>\$16,000.0</b>	<b>\$15,463.7</b>	<b>\$ 536.3</b>

# REVENUES FY19 vs FY20

## Revenue Authorization

FY19		FY20	
TOTAL	\$20,569.9	TOTAL	\$26,367.8
SDPR	\$16,069.9	SDPR	\$16,069.9
Fed Receipts	\$ 4,500.0	Fed Receipts	\$10,297.9

# FY19/FY20 BUDGET BY PROGRAM

Program	FY19 Budget	FY20 Budget	Inc/Dec
Exec Office/Admin	\$ 2,000.0	\$ 2,135.0	\$ 135.0
Communications	\$ 840.0	\$ 780.0	\$ ( 60.0)
Technical	\$ 350.0	\$ 365.0	\$ 15.0
Retail	\$ 1,910.0	\$ 1,800.0	\$ (110.0)
Foodservice	\$ 1,950.0	\$ 1,800.0	\$ (150.0)
International	\$ 6,750.0	\$ 9,585.6	\$ 2,835.6
Global Food Aid	\$ 355.0	\$ 345.0	\$ ( 10.0)
Sustainability/RFM	\$ 875.0	\$ 755.0	\$ (120.0)
Consumer PR	\$ 970.0	\$ 1,020.0	\$ 50.0
<b>TOTAL</b>	<b>\$16,000.0</b>	<b>\$18,585.6</b>	<b>\$ 2,585.6</b>

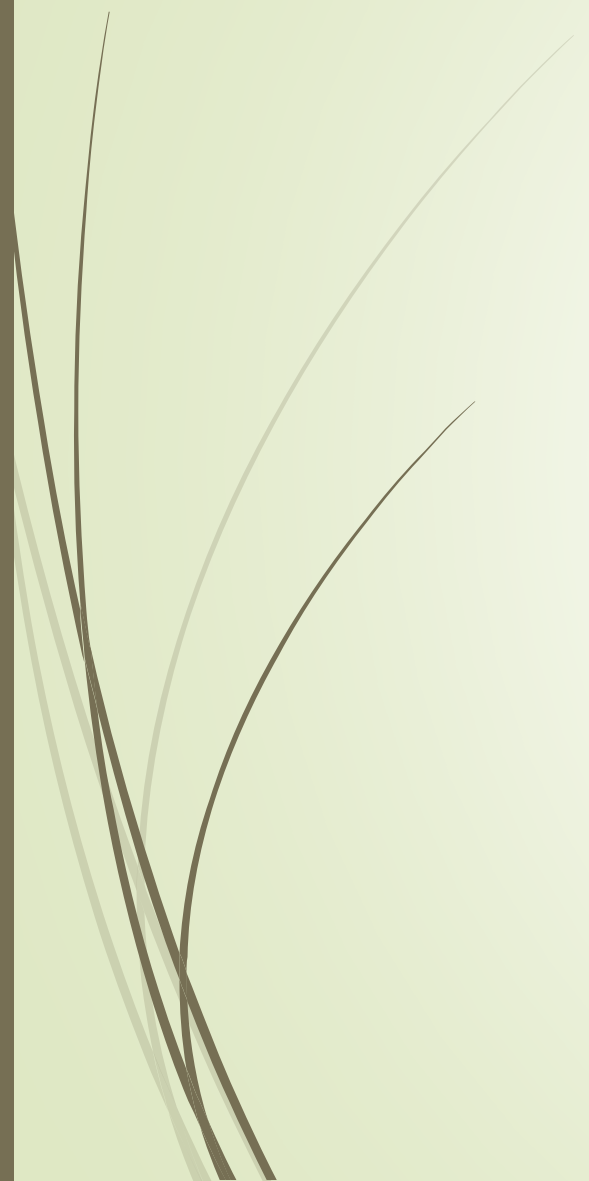
ASMI Receipts applied in FY19 as of 7/29/2019					
<b>Fisheries Business ASMI</b>					
<b>DCCED Revenue Code 5811</b>					
<b>FY 2019 Receipts</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Total</b>
CY 2019			164,911.12	315,000.56	479,911.68
CY 2018	792,664.49	267,261.75	2,527,911.51	3,243,988.52	6,831,826.27
CY 2017	255,905.34	11,244.50	3,538.83	10,953.67	281,642.34
CY 2016	419.34				419.34
CY 2015	614.86	294.72			909.58
CY 2014					-
CY 2013					-
CY 2012 & prior	-	-	-	-	-
	<b>1,049,604.03</b>	<b>278,800.97</b>	<b>2,696,361.46</b>	<b>3,569,942.75</b>	<b>7,594,709.21</b>
<b>Fisheries Landing ASMI</b>					
<b>DCCED Revenue Code 5812</b>					
<b>FY 2019 Receipts</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Total</b>
CY 2019					-
CY 2018				2,007,013.30	2,007,013.30
CY 2017	436,977.16	7,967.56			444,944.72
CY 2016					-
CY 2015	(1,274.37)				(1,274.37)
CY 2014	(3,253.36)				(3,253.36)
CY 2013					-
CY 2012 & prior					-
	<b>432,449.43</b>	<b>7,967.56</b>	<b>-</b>	<b>2,007,013.30</b>	<b>2,447,430.29</b>

**FY19 TOTAL = \$10,042,139.50**

# ACTUAL & ESTIMATED MARKETING TAX REVENUE

Fiscal Year	ASMI Marketing Tax Realized Revenue
FY 2015	\$ 9.47 M
FY 2016	\$ 9.68 M
FY 2017	\$ 9.57 M
FY 2018	\$ 9.86 M
FY 2019	\$ 10.0 M
FY 2020 Estimated	\$ 9.8 M
FY 2019 vs 2020 Est. Difference	Down ~ \$200,000





THANK YOU!