



Alaska Seafood Marketing Institute

Fiscal Presentation for FY2023

Becky Monagle, Finance Director

ALL HANDS ON DECK 2023

Summary

- ❖ FY23 (July 1, 2022 – June 30, 2023)
- ❖ Compare FY23 to FY24 (July 1, 2023 – June 30, 2024)
- ❖ Forecasting industry assessment

FY23 Totals (in thousands)

July 1, 2022 – June 30, 2023

Total FY23 Exp	
TOTAL	\$20,858.0
Personal Services	\$ 2,725.9
Travel	\$ 540.4
Contractual	\$17,246.2
Commodities	\$ 345.5
Capital Outlay	\$ - 0 -

Fund Source	
TOTAL	\$20,858.0
SDPR	\$14,170.8
Fed Receipts	\$ 6,687.2

FY23 Totals By Program

Program	FY23 Budget	FY23 Expenditures	Difference
Exec Office/Admin	\$ 2,175.0	\$2,364.3	(\$ 189.3)
Communications	\$ 1,260.0	\$ 1,253.9	\$ 6.1
Technical	\$ 420.0	\$ 285.4	\$ 134.6
S-K grant	\$ 219.8	\$ 37.8	\$ 181.9
Retail	\$ 3,600.0	\$3,400.1	\$ 199.9
Foodservice	\$ 2,000.0	\$2,176.4	(\$ 176.4)
International	\$10,073.3	\$9,692.5	\$ 380.8
Global Food Aid	\$ 355.0	\$ 305.2	\$ 49.8
Consumer PR	\$ 1,350.0	\$ 1,342.3	\$ 7.7
FY23 TOTAL	\$21,453.1	\$20,857.9	\$ 595.1

Revenues FY23 VS FY24

Legislative Revenue Authorization

FY23	
TOTAL	\$21,536.3
SDPR	\$15,932.8
Fed Receipts	\$ 5,603.5

FY24	
TOTAL	\$21,707.8
SDPR	\$16,067.3
Fed Receipts	\$ 5,640.5

FY23/FY24 Budget By Program

Program	FY23 Budget	FY24 Budget	Inc/Dec
Exec Office/Admin	\$ 2,175.0	\$ 2,465.0	\$ 290.0
Communications	\$ 1,260.0	\$ 1,285.0	\$ 25.0
Technical	\$ 420.0	\$ 420.0	\$ - 0 -
S-K Grant	\$ 219.8	\$ 219.8	\$ - 0 -
Retail	\$ 3,600.0	\$ 2,900.0	(\$ 700.0)
Foodservice	\$ 2,000.0	\$ 2,250.0	\$ 250.0
International	\$10,073.3	\$ 9,994.5	(\$ 78.8)
Global Food Aid	\$ 355.0	\$ 400.0	\$ 45.0
Consumer PR	\$ 1,350.0	\$ 1,350.0	\$ - 0 -
TOTAL	\$21,453.1	\$21,284.3	(\$ 168.8)

FY2023 Ex-Vessel Revenue

ASMI Receipts applied in FY23

Fisheries Business ASMI

DCCED Revenue Code 5811

<i>FY 2023 Receipts</i>	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
CY 2023			3,368,182.80	3,147,348.73	6,515,531.51
CY 2022	1,352,327.10	548,091.62	5,653.78	36.52	1,906,109.02
CY 2021		627.66			627.66
	1,352,327.10	548,719.28	3,373,836.56	3,147,385.25	8,422,268.19

Fisheries Landing ASMI

DCCED Revenue Code 5812

<i>FY 2023 Receipts</i>	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
CY 2023			2,598.47	2,377.42	4,975.89
CY 2022	349,811.05	87,290.99			437,102.04
CY 2021	1,435,466.24	63,674.41	0.16		1,499,140.81
CY 2020	15,198.99		37.61		15,236.60
	1,800,476.28	150,965.40	2,636.24	2,377.42	1,956,455.34

TOTAL ASMI RECEIPTS ANALYSIS (ALL)

<i>FY 2023 Receipts</i>	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
CY 2023	-	-	3,370,781.27	3,149,726.15	6,520,507.40
CY 2022	1,702,138.15	635,382.61	5,653.78	36.52	2,343,211.06
CY 2021	1,435,466.24	64,302.07	0.16	-	1,499,768.47
CY 2020	15,198.99	-	37.61	-	15,236.60
	3,152,803.38	699,684.68	3,376,472.80	3,149,762.67	10,378,723.53

Actual & Estimated Ex-Vessel Value Revenue

Fiscal Year	ASMI Marketing Tax Realized Revenue
FY2019	\$ 10.0 M
FY2020	\$ 6.3 M
FY2021	\$ 9.8 M
FY2022	\$ 10.3 M
FY2023	\$ 10.4 M
FY2024 Est by McKinley Research	\$ 8 – 8.5 M
FY2023 vs 2024 Est Difference	(\$ 1.9 – 2.4 M)



Thank you!