



# ASMI ALL HANDS MEETING FISCAL PRESENTATION FOR FY2018

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# SUMMARY

- ❖ FY18 (July 1, 2017 - June 30, 2018)
- ❖ Compare FY18 to FY19 (July 1, 2018 - June 30, 2019)
- ❖ Forecasting fish tax revenue



# FY18 TOTALS (IN THOUSANDS)

## JULY 1, 2017 - JUNE 30, 2018

Total FY18 Exp	
Total	\$16,050.9
Personal Services	\$ 2,306.6
Travel	\$ 419.1
Contractual	\$13,075.2
Commodities	\$ 250.0
Capital Outlay	\$ -

Fund Source	
Total	\$16,050.9
SDPR	\$10,841.4
Fed Receipts	\$ 4,209.5
GF	\$ 1,000.0

# FY18 TOTAL BY PROGRAM

Program	FY18 Budget	FY18 Expenditures	Difference
Exec Office/Admin	\$ 2,400.0	\$ 2,096.3	\$ 303.7
Communications	\$ 900.0	\$ 783.4	\$ 116.6
Technical	\$ 390.0	\$ 387.9	\$ 2.1
Retail	\$ 1,920.7	\$ 1,948.1	\$ (27.4)
Foodservice	\$ 2,120.6	\$ 1,820.5	\$ 300.1
International	\$ 6,846.9	\$ 6,668.0	\$ 178.9
Global Food Aid	\$ 420.9	\$ 352.0	\$ 68.9
Sustainability/RFM	\$ 1,034.0	\$ 994.7	\$ 39.3
Consumer PR	\$ 1,000.0	\$ 1,000.0	\$ - 0 -
FY17 TOTAL	\$17,033.1	\$16,050.9	\$ 982.2

# REVENUES FY18 vs FY19

## Revenue Authorization

FY18	
TOTAL	\$21,569.9
SDPR	\$16,069.9
Fed Receipts	\$ 4,500.0
General Fund Match	\$ 1,000.0

FY19	
TOTAL	\$20,569.9
SDPR	\$16,069.9
Fed Receipts	\$ 4,500.0
General Fund Match	\$ - 0 -

# FY18/FY19 BUDGET BY PROGRAM

Program	FY18 Budget	FY19 Budget	Inc/Dec
Exec Office/Admin	\$ 2,400.0	\$ 2,000.0	\$ (400.0)
Communications	\$ 900.0	\$ 840.0	\$ ( 60.0)
Technical	\$ 390.0	\$ 350.0	\$ ( 40.0)
Retail	\$ 1,920.7	\$ 1,910.0	\$ ( 10.7)
Foodservice	\$ 2,120.6	\$ 1,950.0	\$ (170.6)
International	\$ 6,846.9	\$ 6,750.0	\$ ( 96.9)
Global Food Aid	\$ 420.9	\$ 355.0	\$ ( 65.9)
Sustainability/RFM	\$ 1,034.0	\$ 875.0	\$ (159.0)
Consumer PR	\$ 1,000.0	\$ 970.0	\$ ( 30.0)
TOTAL	\$17,033.1	\$16,000.0	\$ (1,033.1)

<b>Fisheries Business ASMI</b>					
<b>DCCED Revenue Code 5811</b>					
<b>FY 2018 Receipts</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Total</b>
CY 2018			133,458.36	226,560.79	360,019.15
CY 2017	873,148.30	255,359.98	827,769.42	5,244,895.86	7,201,173.56
CY 2016	129,292.16	9,731.30	6,659.49	3,119.59	148,802.54
CY 2015			241.45	139.21	380.66
CY 2014					-
CY 2013					-
CY 2012 & prior	-	-	-	-	-
	<b>1,002,440.46</b>	<b>265,091.28</b>	<b>968,128.72</b>	<b>5,248,154.66</b>	<b>7,710,375.91</b>
<b>Fisheries Landing ASMI</b>					
<b>DCCED Revenue Code 5812</b>					
<b>FY 2018 Receipts</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Total</b>
CY 2018					-
CY 2017				1,863,984.56	1,863,984.56
CY 2016	283,501.90				283,501.90
CY 2015					-
CY 2014					-
CY 2013	2,357.28				2,357.28
CY 2012 & prior	-			-	-
	<b>285,859.18</b>	<b>-</b>	<b>-</b>	<b>1,863,984.56</b>	<b>2,149,843.74</b>

FY18 Total = \$9,860,219.65

# 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 Estimated	\$9.5 M
FY 2018 vs 2019 Est. Difference	Down ~ \$360,000



# TAX REVENUE FORECASTING

- Ex-vessel value down in first half of CY2018, resulting in less tax revenue in FY2019
  - Salmon down about \$180 M
  - Pacific cod down about \$40 M +
  - Crab and halibut lower
- What is the outlook for FY2020?
  - Odd-year salmon run (CY2019) and rising pollock prices may support increase

QUESTIONS????

THANK YOU!