

ALASKA SEAFOOD MARKETING INSTITUTE

Overview & Proposed FY21 Admin Budget

Becky Monagle

Finance Director

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FY21 ASMI Proposed Budget by Program

Program	FY20 Budget	FY21 Budget	Diff
Executive Office/Admin	\$ 2,135,000	\$ 2,140,000	\$ 5,000
Communications	\$ 842,000	\$ 867,000	\$ 25,000
Technical	\$ 365,000	\$ 433,000	\$ 68,000
Sustainability/RFM	\$ 755,000	\$ 687,000	(\$ 68,000)
Retail	\$ 1,769,000	\$ 1,746,500	(\$ 22,500)
Foodservice	\$ 1,769,000	\$ 1,746,500	(\$ 22,500)
International – MAP/Match	\$ 7,012,645	\$ 6,818,652	(\$193,993)
International – ATP	\$ 2,321,867	\$ 1,540,000	(\$781,867)
International – ATP/A-Match	\$ 109,634	\$ 130,000	\$ 20,366
Cochran Missions (FY20 actuals)	\$ 108,960	\$ - 0 -	(\$108,960)
Global Food Aid	\$ 345,000	\$ 345,000	\$ -
Consumer PR	\$ 1,020,000	\$ 1,020,000	\$ -
GRAND TOTAL	\$18,553,106	\$17,473,652	(\$1,079,454)

Capital AR – Balance currently \$111k.

Admin/Exec Office Proposed FY21 Budget

Admin/Exec Office	FY20 Budget	FY21 Budget	Diff
Personal Services	\$ 635,000	\$ 780,000	\$145,000
Travel	\$ 75,000	\$ 60,000	(\$ 15,000)
Fulfillment House	\$ 150,000	\$ 125,000	(\$ 25,000)
Boards/Committees	\$ 150,000	\$ 125,000	(\$ 25,000)
SMIS	\$ 185,000	\$ 185,000	\$ -
Consolidated Costs	\$ 410,000	\$ 410,000	\$ -
Core Costs	\$ 240,000	\$ 240,000	\$ -
Boston Go Wild	\$ 50,000	\$ 50,000	\$ -
Website/IT Support	\$ 235,000	\$ 160,000	(\$ 75,000)
Law/Trademark Costs	\$ 5,000	\$ 5,000	\$ -
GRAND TOTAL	\$ 2,135,000	\$ 2,140,000	\$ 5,000

Proposed ASMI Spend Plan

	FY19 Actuals	FY20 Projected	FY21 Projected	FY22 Projected	FY23 Projected	FY24 Projected
PY Carryforward	\$18,084.1	\$16,922.2	\$14,317.2	\$11,837.2	\$ 9,972.2	\$ 8,587.2
Fed Receipts	\$ 4,252.3	\$ 6,980.7	\$ 5,993.7	\$ 5,200.0	\$ 5,200.0	\$ 5,200.0
SDPR	<u>\$10,049.5</u>	<u>\$ 9,000.0</u>				
Total Revenue	\$32,385.9	\$32,902.9	\$29,310.9	\$26,037.2	\$24,172.2	\$22,787.2
Spend Plan	<u>\$15,463.7</u>	<u>\$18,585.7</u>	<u>\$17,473.7</u>	<u>\$16,065.0</u>	<u>\$15,585.0</u>	<u>\$15,520.0</u>
Ending Carryforward	\$16,922.2	\$14,317.2	\$11,837.2	\$ 9,972.2	\$ 8,587.2	\$ 7,267.2

FY2025 Cash Flow issues

CF Balance	\$7,267.2	
July - Oct Exp	(\$2,787.1)	\$4,480.1
1 st Qtr Tax Rev	\$ 1,389.4	\$5,869.5
Nov - Jan Exp	(\$2,509.7)	\$3,359.8
2 nd Qtr Tax Rev	\$ 247.7	\$3,607.5
Feb - Mar Exp	(\$1,670.1)	\$1,937.4
3 rd Qtr Tax Rev	\$ 2,696.3	\$4,633.7
Apr - Jun Exp	(\$3,036.5)	\$1,597.2

Assumptions:

- FY20 spend/rev thru 3.31.20 was used. Total spend plan = \$18,553.1. SDPR only = \$11,605.0

Questions??

Thank you!

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