

Alaska Seafood Marketing Institute

Overview & Proposed FY23 Admin Budget

Becky Monagle
Finance Director
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FY23 ASMI Proposed Budget by Program

Program	FY22 Budget	FY23 Budget	Diff
Executive Office/Admin	\$ 2,175,000	\$ 2,175,000	\$ -
Communications	\$ 921,000	\$ 1,000,000	\$ 79,000
Technical	\$ 390,000	\$ 420,000	\$ 30,000
Sustainability/RFM	\$ 362,000	\$ - 0 -	(\$362,000)
Retail	\$ 2,796,700	\$ 2,500,000	(\$296,700)
Foodservice	\$ 1,884,000	\$ 2,000,000	\$ 116,000
International - MAP	\$ 4,993,584	\$ 4,907,594	(\$ 85,990)
International - Match	\$ 2,370,995	\$ 3,000,000	\$ 629,005
International - ATP	\$ 1,620,910	\$ 1,720,910	\$ 100,000
International - ATP Match	\$ 172,755	\$ 200,000	\$ 27,245
International - ARPA	\$ 500,000	\$ - 0 -	(\$500,000)
Cochran Missions	\$ - 0 -	\$ - 0 -	\$ -
Global Food Aid	\$ 345,000	\$ 355,000	\$ 10,000
Consumer PR	\$ 1,400,000	\$ 1,350,000	(\$ 50,000)
GRAND TOTAL	\$19,931,944	\$19,628,504	(\$303,440)

Admin/Exec Office Proposed FY23 Budget

Admin/Exec Office	FY22 Budget	FY23 Budget	Diff
Personal Services	\$ 824,000	\$ 900,000	\$ 76,000
Travel	\$ 60,000	\$ 60,000	\$ -
Fulfillment House	\$ 100,000	\$ 100,000	\$ -
Boards/Committees	\$ 116,000	\$ 116,000	\$ -
SMIS	\$ 200,000	\$ 225,000	\$ 25,000
Consolidated Costs	\$ 375,000	\$ 304,000	(\$ 71,000)
Core Costs	\$ 240,000	\$ 240,000	\$ -
Boston Go Wild	\$ 50,000	\$ 50,000	\$ -
Website/IT Support	\$ 200,000	\$ 175,000	(\$ 25,000)
Law/Trademark Costs	\$ 10,000	\$ 5,000	(\$ 5,000)
GRAND TOTAL	\$ 2,175,000	\$ 2,175,000	\$ - 0 -

May 2022: Proposed ASMI Spend Plan

	FY21 Actuals	FY22 Projected	FY23 Projected	FY24 Projected	FY25 Projected	FY26 Projected	FY27 Projected
PY Carryforward	\$13,309.3	\$15,466.8	\$18,349.3	\$14,849.3	\$11,849.3	\$ 9,349.3	\$ 7,349.3
Fed Receipts	\$ 5,673.0	\$ 6,614.5	\$ 6,778.5	\$ 5,200.0	\$ 4,000.0	\$ 4,000.0	\$ 4,000.0
Other Fed Receipts (CARES, ARPA)	\$ 2,580.5	\$ 7,000.0					
SDPR	<u>\$ 9,793.0</u>	<u>\$ 9,200.00</u>	<u>\$ 9,500.0</u>	<u>\$ 9,500.0</u>	<u>\$ 9,500.0</u>	<u>\$ 9,500.0</u>	<u>\$ 9,500.0</u>
Total Revenue	\$31,355.8	\$ 38,281.3	\$34,627.8	\$29,549.3	\$25,349.3	\$22,849.3	\$20,849.3
Spend Plan	<u>\$15,921.8</u>	<u>\$ 19,932.0</u>	<u>\$19,778.5</u>	<u>\$17,700.0</u>	<u>\$16,000.0</u>	<u>\$15,500.0</u>	<u>\$14,520.0</u>
Ending Carryforward	\$15,466.8	\$ 18,349.3	\$14,849.3	\$11,849.3	\$ 9,349.3	\$ 7,349.3	\$ 6,329.3

April 2021: 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

Questions??

Thank you!