

**Alberta Chicken Producers  
2018-19 Budget**

<b>EXPENSES</b>	<b>2015-16 Actual</b>	<b>2016-17 Budget</b>	<b>2017-18 Projection</b>	<b>2018-19 Budget</b>	<b>Notes</b>
Per Diems - Board Members	135,497	141,000	142,566	164,000	Reflects amendment to CFC Per Diem Rate and same pattern of meetings attended
Benefits - Board Members	6,611	6,800	6,800	7,000	**
Salaries - Mgr & Staff	560,440	588,300	588,300	611,000	Based on CPI for 2018 plus competitive adjustments
Benefits - Mgr & Staff RRSPs	60,553	80,200	80,200	82,200	**
Benefits - Medical	36,672	42,100	42,100	42,900	**
Contract labour	61,916	63,200	63,200	66,000	**
Professional Fees*	85,351	178,600	213,172	100,000	See note below
Learning & Devp	16,250	18,000	23,938	25,000	No change from previous year; includes Producer Leadership Workshop in 2019
Mileage	34,156	40,900	42,406	43,500	**
Hotel	41,654	40,200	44,028	45,200	**
Travel	45,860	45,500	49,720	51,000	**
Meals	55,698	60,200	68,716	64,000	**
Advertising & Promotion	162,479	175,500	175,500	208,500	See Appendix 1; Note: Adv. & Promo incl. \$23K for volunteers Honoraria & AGM Draw
Donations/Sponsorship	15,227	15,000	15,000	15,000	**
Grants (Research)	157,920	145,000	145,000	145,000	Based on restructured funding for collaborative research initiatives taking effect in 2019
Dues & Registrations & Subscr.	34,506	31,800	50,183	56,000	Based on membership dues and subscriptions committed to on a regular annual basis
Diagnostic Expense	183,780	220,000	263,530	276,000	Based on known expenses at time of budgeting (\$35K/month to end of May 2019 under PHS Contract); est. return to pre June 2018 monthly costs post May 2019
Printing	23,422	41,000	25,000	25,000	
Supplies	45,618	65,000	65,000	55,000	
Courier & Postage	11,473	15,000	15,000	12,500	
Rental	26,537	24,500	24,500	24,500	
Taxes & Licenses	37,802	46,000	36,867	38,000	3% increase in City taxes in 2019
Condo Fees	19,259	20,000	20,000	20,000	
Insurance	11,557	12,500	12,500	12,500	
Repair & Maintenance	39,529	20,000	20,000	20,000	
Web, Internet & Computers	13,424	18,000	25,122	37,200	Includes purchase of auditing tablets and Tableau Software for market analysis
Grower Program Support	298,211	170,700	170,726	180,000	Annual 3% increase to maintenance contract
Grower Program Upgrade	-	117,040	115,737	83,000	Final holdback payment on contract to be released upon completion in 2018/2019; \$20k for additional short-term support for users of new program
Telephone & Utilities	33,123	42,400	42,400	37,500	
Interest & Bank Charges	5,023	4,000	5,866	6,000	
Amortization Expense	80,521	95,000	95,000	85,000	
Bad Debts	-	-	-	-	
Gain or Loss on Assets	782	-	-	-	
Miscellaneous	-	-	-	-	
Refund of Levies Paid	307,763	-	-	-	
<b>Total Expenses</b>	<b>2,648,612</b>	<b>2,583,440</b>	<b>2,688,075</b>	<b>2,638,500</b>	
<b>Normalized Expenses</b>	<b>2,340,848</b>	<b>2,583,440</b>	<b>2,688,075</b>	<b>2,638,500</b>	Backing out refund of levies paid in 2016 expenses
<b>Net Income</b>	<b>(364,854)</b>	<b>(149,213)</b>	<b>(119,874)</b>	<b>(125,975)</b>	
Net Cash	(284,333)	(54,213)	(24,874)	(40,975)	
<b>Normalized Net Income</b>	<b>(364,854)</b>	<b>(174,213)</b>	<b>(175,502)</b>	<b>(125,975)</b>	
Norm. Net Cash	(284,333)	(79,213)	(80,502)	(40,975)	

	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>CRM Expenses*</b>	116,304	115,737	83,000
<b>CRM Revenue*</b>	77,536	55,333	55,333
Net Income Exclusive of CRM Upgrade	(326,086)	(92,207)	(98,308)
Net Cash Flow Exclusive of CRM Upgrade	(245,565)	35,529	(3,308)
Normalized Net Cash Exclusive of CRM upgrade	(245,565)	(20,099)	(13,308)

**NOTE - Professional Fees includes:** \$30K/yr. onward for Emergency Management; \$16K for GR contract (26% of SM5 cost); \$8K for hatchery audit, \$15K for Financial Audit; \$10K for legal fees; \$15K for Strat Plan; \$8K AGM speaker; Facilitaton (vet services): \$10K

\*Customer Relationship Management System (CRM) for Producer Grower Program - costs were confirmed as of Nov. 2017 (after setting of 2016-17 budget)  
Upgrade of CRM is a \$315K Project, shared equally between AB, BC and SK over the project  
20% holdback upon project completion in 2019