

**Alberta Chicken Producers
2015-2016 Fiscal Year Projection**

REVENUE	2014-15 Actual	2015-16 Budget	2015-16 Actual YTD	2015-16 Projection	Projection vs. Budget	Notes
production (live kilograms)	136,108,160	139,400,000	80,155,182	145,635,731	6,235,731	Projecting +7% vs. LY production (+12.44% vs LY as of June 2016)
Levy Charged	2,381,893	2,439,500	1,402,716	2,548,625	109,125	
CFC Portion	(725,740)	(738,800)	(424,806)	(771,840)	(33,040)	
ACP Portion	1,656,153	1,700,700	977,909	1,776,785	76,085	
Administrative Fees	22,503	18,300	13,425	18,300	-	
Overmarket Penalty	70,380	65,500	144,972	241,327	175,827	Assumes overmarketings for remainder of 2016 follow same % utilization as in 2015
6000 Exemption	16,750	9,000	8,250	12,000	3,000	12 more communal quota licenses issued vs. budget to date
Direct Marketing Lease	110,080	83,000	34,365	45,640	(37,360)	Below Budget due to some cut-back in lease from producers who purchased quota
Specialty Production	36,621	158,550	64,182	64,182	(94,368)	Specialty lease terminated as of A-139
Grower Program Income	121,029	121,100	77,384	117,969	(3,131)	
Operating Interest	336	400	257	400	-	
Investment Income	32,799	7,900	37,230	46,230	38,330	
Grant Income	42,814	-	140,705	140,705	140,705	To Date: ALMA Grant for Facilitation of Nov. & May Workshops - \$16.3K; ALMA Grant for Website Project - \$18K; ALMA Grant for Consumer Study - \$40K; GF2 Grant for PRC Comms Project- \$50K; GF2 Grant for WPC - \$5K; and ALMA Grant for Freson Bros. Partnership- \$10K
Other Income	3,133	1,500	1,061	2,000	500	
Lease Income	9,828	-	-	3,600	3,600	

Total Income	2,122,425	2,165,950	1,499,740	2,469,138	303,188
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Diagnostic Services-Revenue	52,227	64,700	34,070	57,301	(7,399)	Based on diagnostic services use actual vs. LY YTD
Diagnostic Services - Expense	(225,302)	(241,000)	(138,691)	(237,228)	3,772	
Net Diagnostic	(173,075)	(176,300)	(104,621)	(179,927)	(3,627)	
Audit Revenue	58,686	82,250	35,574	54,598	(27,652)	Based on actual audit vs. LY YTD
Audit Expense	(69,648)	(94,250)	(46,054)	(70,403)	23,847	
Net Audit	(10,962)	(12,000)	(10,480)	(15,805)	(3,805)	
ACP 50 Anniversary Revenue	-	-	35,709	35,709	35,709	
ACP 50 Anniversary Expense	-	(47,500)	(54,904)	(54,904)	(7,404)	
Net Anniversary	-	(47,500)	(19,195)	(19,195)	28,305	

Total Revenue	1,938,388	1,930,150	1,365,444	2,254,211	324,061
<i>Normalized Revenue</i>	<i>1,895,574</i>	<i>1,977,650</i>	<i>1,243,935</i>	<i>2,132,702</i>	<i>155,052</i>

Key Drivers: Over-marketing penalties \$175K; Grant Income \$140K- balanced by expenses; Investment Performance - \$38K; and 50th Anniversary Sponsorship \$36K