

**Alberta Chicken Producers**
**2019-2020 Fiscal Year Projection**

<b>REVENUE</b>	<b>2018-19 Actual</b>	<b>2019-20 Budget</b>	<b>2019-20 Projection</b>	<b>Projection vs. Budget</b>	<b>Notes</b>
Production (kilograms)	172,320,990	176,644,847	172,805,212	(3,839,635)	Projecting +0.28% above LY production, or 2.17% lower than budget; based on allocations set to end of Nov. 2020 and actual YTD performance; CFC levy increase from 0.55cents/kg to 0.57cents per kg took effect on May 10, 2020; 0.04cents/kg increase to CFC levy from 2019-2020 has been absorbed by ACP
Levy Charged	3,015,617	3,091,285	3,024,091	(67,194)	
CFC Portion	(929,622)	(986,267)	(967,709)	18,558	
ACP Portion	2,085,995	2,222,800	2,056,382	(166,418)	
Administrative Fees	7,154	9,000	6,000	(3,000)	Based on actual income to-date; lower than budget and LY due to fewer reallocations in 2020
Overmarket Penalty	161,156	156,000	85,000	(71,000)	Assume overmarketings for Jul- Nov are 75% below LY due to change in Leasing Policy; YTD OM penalties have been 75% below LY
6000 Exemption	20,500	11,250	11,250	-	Project to be on budget
Direct Marketing Lease	62,142	40,590	40,590	-	Based on actual revenue for 2020
Specialty Production	(950)	-	-	-	Specialty chicken was not planned or budgeted for in 2020
Grower Program Income	116,774	197,400	197,400		Grower Program revenue is received from shared maintenance of program with BC & SK. Revenue is projected to be on budget.
Operating Interest	248	400	400	-	On par with budget
Investment Income	88,229	51,600	(110,131)	(161,731)	Note: Based on market value at time of budgeting. Current yield on the full portfolio is 2.13% (Fixed Income is yielding 2.31% and Equities 2.14%. (GICs yielding 1.7 - 3.25%)). Investments are reviewed annually by the Finance Committee, and a report presented to the Board mid-year. Unrealized gains/losses do not impact revenue.
Grant Income	-	-	36,278	36,278	ACP is the holder of the ILWG's CAP funding for the Public Trust Project
Other Income	5,940	20,000	18,000	(2,000)	Includes income from workshop registrations and meetings paid by ACP and reimbursed by API; and \$16K in funding from CFC for SE Surveillance
Office Lease Income	17,190	18,000	18,000	-	Lease of office space to Alberta Turkey Producers (renewed Sept. 1, 2019 - Aug. 31, 2020)
<b>Total Income</b>	<b>2,564,378</b>	<b>2,727,040</b>	<b>2,359,169</b>	<b>(367,871)</b>	<b>Key Drivers of variance to budget: production income and investment income down due to Covid-19's impacts on the market, and changes to the Leasing Policy has impacted overmarketing penalties. Note: Grower Program expense is offset by revenue</b>
Audit Revenue	77,947	85,000	63,750	(21,250)	Based on planned audits to year-end and reduction in on-farm visits due to COVID-19
Audit Expense	(92,268)	(97,000)	(72,750)	24,250	
Net Audit	(14,321)	(12,000)	(9,000)	3,000	
AgriRisk Grant	27,205		-		2018-19 Actual includes a final payment from Agri-Risk for the Emergency Management Project - completed March 2018
AgriRisk Grant - Expenses	-		-	-	
Net AgriRisk Grant	27,205	-	-	-	
GF2 Biosecurity Grant	-		-	-	2018-19 Actual is based on final dispersments for the CAP funded Biosecurity Project
GF2 Biosecurity - Expense	(35,894)		-	-	
Net GF2 Biosecurity	(35,894)		-	-	
<b>Total Revenue</b>	<b>2,541,368</b>	<b>2,715,040</b>	<b>2,350,169</b>	<b>(364,871)</b>	
<b>Normalized Revenue</b>	<b>2,550,057</b>	<b>2,715,040</b>	<b>2,313,891</b>	<b>(401,149)</b>	<i>Normalized Revenue = Backing out net grant income for ILWG Public Trust Project</i>