

Alberta Chicken Producers 2019-20 Fiscal Year Projection EXPENSES	2018-19 Actual	2019-20 Budget	2019-20 Projection	Projection vs. Budget	Notes
Per Diems - Board Members	150,616	160,000	159,800	(200)	
Benefits - Board Members	9,527	7,200	7,200	-	
Salaries - Mgr & Staff	601,292	696,500	639,000	(57,500)	New staff position to replace project assistant contract role was not hired in 2020 due to COVID-19
Benefits - Mgr & Staff	66,380	92,210	92,210	-	Pertains to non-medical benefits (RRSPs, etc.)
Benefits - Medical	44,302	49,400	49,400	-	
Contract labour	54,141	49,000	49,000	-	
Professional Fees	234,814	137,000	150,250	13,250	YTD Expenses include.: AGM presentations, Legal Fees, Emergency Management Contract; To come: Strategic Planning, Hatchery Inspection, Emergency Management, Government Relations Contract*, and Diagnostic Plan Consulting Fees; excess over budget driven by 50% of ILWG Public Trust Project Fees (covered by grant income) *Savings of \$4,750 from termination of GR Contract in August 2020
Learning & Devp	28,911	37,000	37,000	-	On-par with Budget
Mileage	49,027	48,000	32,000	(16,000)	Based on actual costs to June 30, 2020 and planned meetings for Jul - Dec scaled back due to COVID restrictions
Hotel	45,205	52,100	29,000	(23,100)	Based on actual costs to June 30, 2020 and planned meetings for Jul - Dec scaled back due to COVID restrictions
Travel	45,320	53,100	21,000	(32,100)	Based on actual costs to June 30, 2020 and assumes the only air travel that may resume to year-end is for the Chair to attend Board meetings / events
Meals	62,745	65,300	47,000	(18,300)	Based on actual costs to June 30, 2020 and planned meetings for Jul - Dec scaled back due to COVID restrictions; assumes Regional Meetings proceed as planned
Public Relations	210,522	201,000	143,000	(58,000)	Events for 2020 (i.e. Stampede, PR events, and Education Project) cancelled due to COVID-19
Donations/Sponsorship	10,167	15,000	15,000	-	Project to be on-par with budget: Donations and Sponsorship include: UofA Awards, Calgary Stampede; Frank Robinson's Rural Café
Grants	-	145,000	111,240	(33,760)	Transition of PRC to "PIP" and funding of PIP has been paid for 2020; \$32.4k committed to research projects last year expected to be paid in 2020
Dues & Registrations & Subscr.	54,412	68,000	68,000	-	Project to be on-par with budget: Includes AgSafe, ILWG membership, subscription to Canadian Poultry Magazine, etc.
Diagnostic Expense	281,150	281,600	281,600	-	Government pulled funding for Poultry Diagnostics effective April 1, 2017; the 4 poultry boards have been making up the shortfall since spring 2017 as we develop a long-term strategy
Printing	25,656	18,000	18,000	-	Project to be on-budget
Supplies	54,918	55,000	55,000	-	Project to be on-budget
Courier & Postage	10,537	11,000	9,000	(2,000)	Forecast to be below budget based on expenses YTD
Rental	38,008	29,000	29,000	-	Project to be on-budget
Taxes & Licenses	36,314	39,000	37,000	(2,000)	City taxes were slightly lower than originally planned for 2020
Condo Fees	19,259	20,000	20,000	-	Project to be on-budget
Insurance	9,553	12,500	12,500	-	Project to be on-budget
Repair & Maintenance	17,338	20,000	20,000	-	Project to be on-budget
IT, Web & Internet	15,911	35,000	35,000	-	Project to be on-budget
Grower Program Support	206,150	329,000	329,000	-	Project to be on-budget; net cost to ACP: \$131,600
Grower Program Update	(1,232)	-	-	-	
Telephone & Utilities	26,996	30,000	30,000	-	Forecast to be on-budget; budget is pro-rated YTD
Interest & Bank Charges	6,338	6,100	6,100	-	
Amortization	75,610	76,000	76,000	-	
Bad Debts	-	-	-	-	
Gain or Loss on Assets	-	-	-	-	
Miscellaneous	66,003	133,000	157,160	24,160	CFC Over-marketing penalty assessment for A-154 & A-155 audit period
Refund of Levies Paid	-	-	-	-	
	-	-	-	-	
Total Expenses	2,555,888	2,971,010	2,765,460	(205,550)	Key Drivers of variance to budget: Reduced expenditures of \$242,780 due to COVID-related impacts in the areas of Administration, Public Relations, Research (grants), Travel, and Meeting Expenses
Normalized Expenses	2,489,885	2,838,010	2,595,050	(242,960)	Normalized Expenses: backing out CFC over-marketing penalty and ILWG Public Trust Project Expenses
	-	-	-	-	
Net Income	(14,520)	(255,970)	(415,291)	(159,321)	Key Drivers of Net Income Variance to Budget: Impacts of COVID-19 have negatively impacted production and investment performance vs budget, partially offset by reductions in operating expenses
Net Cash	61,090	(179,970)	(339,291)	(159,321)	Backing out amortization; note: does not back-out unrealized losses of \$161K in investment income
Normalized Net Income	60,171	(122,970)	(281,159)	(158,189)	Backing out CFC over-marketing penalty and grant income for ILWG Public Trust Project; note: does not back-out unrealized losses of \$161K in investment income
Norm. Net Cash	135,782	(46,970)	(205,159)	(158,189)	