

Alberta Chicken Producers
3 Year Budget 2020/21 - 2022/23
Fiscal Year Dec. 1st - Nov. 30th

Status Quo - No Change to Service Charge

	2020/21	2021/22	2022/23	Notes	Strategic Priority	Goal	KPI
	\$0.0175	\$0.0175	\$0.0175		Based on Current 2019-2021 Priorities		
REVENUE							
production (live kilograms)	175,025,900	178,526,500	182,097,100	Growth forecasted at 2.5% in 2021 over 2019 production and 2% in 2022 and 2023 (including differential growth for Alberta); no change to ACP's service charge			
Levy Charged	3,150,500	\$ 3,124,000	\$ 3,186,000				
CFC Portion	(997,600)	\$ (1,035,400)	\$ (1,092,500)		2	1	1
ACP Portion	2,152,900	\$ 2,088,600	\$ 2,093,500				
Administrative Fees	6,000	\$ 6,200	\$ 6,400	*	3	5	5
Overmarket Penalty	85,000	\$ 85,000	\$ 85,000	Projecting no change for purposes of 3 year budget	2	1	5
6000 Exemption	11,300	\$ 11,300	\$ 11,300	**	2	1	5
Direct Marketing Lease	113,400	\$ 113,400	\$ 113,400	Assumes no change to requests and lease rate from 2021	2	1	1
Specialty Lease	-	\$ -	\$ -	**	2	1	1
Grower Program Maintenance	203,000	\$ 209,100	\$ 215,400	Sharing of costs of Grower Program Maintenance with BC & SK	3	5	5
Operating Interest	400	\$ 400	\$ 400	*	3		5
Investment Income	32,000	\$ 25,600	\$ 20,500	Declining principle due to year over year deficit budgets	3	5	8
Grant Income	-	\$ -	\$ -		-	-	-
Other Income	4,000	\$ 4,000	\$ 4,000	*	3	5,7	7
Office Lease Income	18,600	\$ 18,600	\$ 19,200	Assumes tenant in place for 2022 and 2023	3	3	4,8
Total Income	2,626,000	\$ 2,562,200	\$ 2,569,100				
Audit Revenue	\$ 85,000	\$ 86,700	\$ 88,500				
Audit Expense	\$ (97,000)	\$ (99,000)	\$ (101,000)	*			
Net Audit	\$ (12,000)	\$ (12,300)	\$ (12,500)		2	2,4	2,3,5
Total Revenue	\$ 2,614,000	\$ 2,549,900	\$ 2,556,600				
Normalized Revenue	\$ 2,614,000	\$ 2,549,900	\$ 2,556,600				
EXPENSES							
Per Diems - Board Members	\$ 164,800	\$ 166,400	\$ 168,000	*	1,2,3	5	6,7
Benefits - Board Members	\$ 7,400	\$ 7,600	\$ 7,800		1,2,3	5	6,7
Salaries - Mgr & Staff	\$ 655,900	\$ 709,018	\$ 723,200	Hiring of additional staff person has been put on hold until 2022 due to COVID	1,2,3	5	6,7
Benefits - Mgr & Staff	\$ 90,700	\$ 92,600	\$ 94,500	*	1,2,3	5	6,7
Benefits - Medical	\$ 49,400	\$ 50,400	\$ 51,500	*	1,2,3	5	6,7
Contract labour	\$ 49,000	\$ 50,000	\$ 51,000	*	1,2,3	5	6,7
Professional Fees	\$ 198,000	\$ 115,000	\$ 115,000	Includes Consumer Study in 2021 as part of ACP's Strategic Plan (\$65K)	1,2,3	1,2,3,4,5,7	1,2,3,5,6,7
Learning & Development	\$ 37,000	\$ 37,740	\$ 38,495	*	1,2,3	5,7	7
Mileage	\$ 48,900	\$ 49,900	\$ 50,900	*	1,2,3	1,2,3,4,5,6,7	1,2,3,4,5,6,7
Hotel	\$ 41,000	\$ 45,900	\$ 46,900	*	1,2,3	1,2,3,4,5,6,7	1,2,3,4,5,6,7
Travel	\$ 30,000	\$ 45,900	\$ 46,900	*	1,2,3	1,2,3,4,5,6,7	1,2,3,4,5,6,7
Meals	\$ 60,000	\$ 61,200	\$ 62,500	*	1,2,3	1,2,3,4,5,6,7	1,2,3,4,5,6,7
Public Relations	\$ 198,000	\$ 198,000	\$ 198,000	**	1	1,4,5,6,7	3
Corporate Social Responsibility	\$ 45,000	\$ 45,900	\$ 46,900	*	1,3	4,7	3
Grants	\$ 145,000	\$ 145,000	\$ 145,000	Assume maintenance of current research budget post 2021	1,2,3	2,3,4,6	2
Dues & Registrations & Subscr.	\$ 65,000	\$ 66,300	\$ 67,700	*	1,2,3	3,4,6	4,7
Diagnostics	\$ 286,400	\$ 292,200	\$ 298,100	Assumes transition to a revised model is revenue neutral and accounts for inflation	2,3	1,2,3,5	2,4
Printing	\$ 18,000	\$ 18,400	\$ 18,700	*	1,3	4,5,6	3
Supplies & Furnishings	\$ 55,000	\$ 55,000	\$ 55,000	Forecasting no change	2,3	3,5	7
Courier & Postage	\$ 9,000	\$ 9,000	\$ 9,000	Forecasting no change	1,2,3	5	4
Rental	\$ 29,500	\$ 30,100	\$ 30,800	*	1,2,3	3,5,6	4,6,7
Taxes & Licenses	\$ 39,000	\$ 40,200	\$ 41,500	*	1,2,3	5	8
Condo Fees	\$ 20,000	\$ 20,500	\$ 21,100	*	1,2,3	5	8
Insurance	\$ 12,800	\$ 13,100	\$ 13,400	*	1,2,3	5	8
Repair & Maintenance	\$ 18,000	\$ 18,000	\$ 18,000	Forecasting no change	1,2,3	5	8
Web & Internet	\$ 40,000	\$ 42,400	\$ 43,700	3% increase as per current contract	1,2,3	4,5,6	3,4,5
Grower Program Maintenance	\$ 338,900	\$ 349,100	\$ 359,600	3% increase as per current contract	1,2,3	2,5	5
Telephone & Utilities	\$ 25,000	\$ 25,500	\$ 26,100	*	1,2,3	5	8
Interest & Bank Charges	\$ 6,200	\$ 6,200	\$ 6,200		1,2,3	5	8
Amortization Expense	\$ 76,000	\$ 76,000	\$ 76,000	***			
Bad Debts	\$ -	\$ -	\$ -				
Gain or Loss on Assets	\$ -	\$ -	\$ -				
Miscellaneous	\$ -	\$ -	\$ -				
Total Expenses	\$ 2,858,900	\$ 2,882,558	\$ 2,931,495				
Normalized Expenses	\$ 2,775,900	\$ 2,882,558	\$ 2,931,495				
Net Income	\$ (244,900)	\$ (332,658)	\$ (374,895)				
Normalized Net Income	\$ (161,900)	\$ (332,658)	\$ (374,895)	backing out Consumer Study and ILWG Public Trust Project in 2021 \$65K + \$18K			
Net Cash (less Amort.)	\$ (168,900)	\$ (256,658)	\$ (298,895)	***			
Normalized Net Cash	\$ (85,900)	\$ (256,658)	\$ (298,895)				

* Inflation rate: 1.7% (Bank of Canada, July 2020)

** Assume no change or growth to current program

*** Amortization is a required expense under GAAP; however not a cash expenditure. Amortization is backed out of net cash.

Strategic Priorities % Op Budget

1	35.26%
2	32.26%
3	32.47%

Definitions:

Normalized: any revenues or expenses that are not a "normal" component of ACP's operations year over year are backed out for year to year comparison.