

MHAIA Proposed Budget Fiscal Year 2023

MHAIA Board Meeting
May 25, 2023

Version 5-31-22



FY 2023 Proposed Budget Summary

Volume (in pounds) 2,274,282,225 2,620,985,735 346,703,510 15. Gross 2,274,282,225 2,620,985,735 346,703,510 15. Organic (59,884,705) (72,077,108) (12,192,403) 20. Re-export (1,745,685) (4,979,873) (3,234,188) 185. Net Volume 2,212,651,835 2,543,928,754 331,276,919 15. Contribution/Revenue APEAM Board Contribution \$ 1,113,179 \$ 1,216,398 \$ 103,218 9. HAB Assessment 47,018,851 54,058,486 7,039,635 15. Interest Income 18,600 10,800 (7,800) -41. Total Contribution/Revenue 48,150,630 55,285,683 7,135,053 14. Spending Total AFM Marketing 49,453,620 50,230,081 776,461 1. Total AFM Marketing 2,096,847 2,340,261 243,414 11. Total General Administrative 1,079,718 1,176,632 96,914 9.								
Gross 2,274,282,225 2,620,985,735 346,703,510 15. Organic (59,884,705) (72,077,08) (12,192,403) 20. Re-export (1,745,685) (4,979,873) (3,234,188) 185. Net Volume 2,212,651,835 2,543,928,754 331,276,919 15. Contribution/Revenue APEAM Board Contribution \$ 1,113,179 \$ 1,216,398 \$ 103,218 9. HAB Assessment 47,018,851 54,058,486 7,039,635 15. Interest Income 18,600 10,800 (7,800) -41. Total Contribution/Revenue 48,150,630 55,285,683 7,135,053 14. Spending Total AFM Marketing 49,453,620 50,230,081 776,461 1. Total M HAIA Marketing 2,096,847 2,340,261 243,414 11. Total General Administrative 1,079,718 1,176,632 96,914 9. Total Expenses 52,630,185 53,746,974 1,116,789 2. Net Change in Assets Net Change in Assets -CY (4,479,556) 1,538,710 6,018,266 -134. Cash & Cash Equivalents Cash & Cash Equivalents (50,000) (50,000) - Inc/Dec Cash used by investing activities (50,000) (50,000) - Inc/Dec in Operating Activities 114,279 (818,738) (933,017) -816. Net Change in Assets (4,479,556) 1,538,710 6,018,266 -134. Cash Balance, End of the Period 54,746,646 8,126,691 650,045 8.		F	Y22 Budget	F	Y23 Budget	\$	Change	% Change
Organic Re-export (59,884,705) (72,077,108) (12,192,403) 20. Re-export (1,745,685) (4,979,873) (3,234,188) 185. Respons (55,884,705) (1,745,685) (4,979,873) (3,234,188) 185. Respons (55,884,685) (4,979,873) (3,234,188) 185. Respons 15. Respons (55,884,685) (4,979,873) (3,234,188) 185. Respons 15. Respons (55,884,685) 15. Respons (55,884,886) 7,039,635 15. Respons 15.	'olume (in pounds)							
Re-export (1,745,685) (4,979,873) (3,234,188) 185.	Gross		2,274,282,225		2,620,985,735		346,703,510	15.2%
Net Volume	Organic		(59,884,705)		(72,077,108)		(12,192,403)	20.4%
APEAM Board Contribution \$ 1,113,179 \$ 1,216,398 \$ 103,218 9. HAB Assessment 47,018,851 54,058,486 7,039,635 15. Interest Income 18,600 10,800 (7,800) -41. Total Contribution/Revenue 48,150,630 55,285,683 7,135,053 14. Total AFM Marketing 49,453,620 50,230,081 776,461 17. Total Marketing 2,096,847 2,340,261 243,414 17. Total Marketing 51,550,467 52,570,342 1,019,875 2. Total General Administrative 1,079,718 1,176,632 96,914 9. Total Expenses 52,630,185 53,746,974 1,116,789 2. Wet Change in Assets Net Change in Assets -CY (4,479,556) 1,538,710 6,018,266 -134. Cash & Cash Equivalents, Beginning I1,891,923 7,456,719 (4,435,204) -37. Inc/Dec Cash used by investing activities (50,000) (50,000) - Inc/Dec in Operating Activities I14,279 (818,738) (933,017) -816. Cash Balance, End of the 7,476,646 8,126,691 650,045 8.	Re-export		(1,745,685)		. ,		(3,234,188)	185.3%
APEAM Board Contribution \$ 1,113,179 \$ 1,216,398 \$ 103,218 9. HAB Assessment 47,018,851 54,058,486 7,039,635 15. Interest Income 18,600 10,800 (7,800) -41. Total Contribution/Revenue 48,150,630 55,285,683 7,135,053 14. Spending	Net Volume		2,212,651,835		2,543,928,754		331,276,919	15.0%
HAB Assessment	Contribution/Revenue						-	
Interest Income Total Contribution/Revenue A8,150,630 Spending Total AFM Marketing Total MAIA Marketing Total Marketing T	APEAM Board Contribution	\$	1,113,179	\$	1,216,398	\$	103,218	9.3%
Interest Income	HAB Assessment		47,018,851	·	54,058,486		7,039,635	15.0%
Total AFM Marketing	Interest Income		18,600		10,800		(7,800)	-41.9%
Total AFM Marketing	Total Contribution/Revenue		48,150,630		55,285,683		7,135,053	14.8%
Total M HAIA M arketing	pending						-	
Total Marketing Total General Administrative Total General Administrative Total Expenses 52,630,185 53,746,974 1,116,789 2. 1,116,789 1,116,7	Total AFM Marketing		49,453,620		50,230,081		776,461	1.6%
Total General Administrative Total Expenses 52,630,185 53,746,974 1,116,789 2. et Change in Assets Net Change in Assets - CY (4,479,556) 1,538,710 6,018,266 -134. ash & Cash Equivalents Cash & Cash Equivalents, Beginning Inc/Dec Cash used by investing activities Inc/Dec in Operating Activities Net Change in Assets (4,479,556) 1,538,710 6,018,266 -37. 816. Net Change in Assets Cash Balance, End of the eriod 7,476,646 8,126,691 650,045	Total M HAIA M arketing		2,096,847		2,340,261		243,414	11.6%
Total Expenses 52,630,185 53,746,974 1,116,789 2. et Change in Assets Net Change in Assets -CY (4,479,556) 1,538,710 6,018,266 -134. Cash & Cash Equivalents Cash & Cash Equivalents, Beginning 11,891,923 7,456,719 (4,435,204) -37. Inc/Dec Cash used by investing activities (50,000) (50,000) - Inc/Dec in Operating Activities 114,279 (818,738) (933,017) -816. Net Change in Assets (4,479,556) 1,538,710 6,018,266 -134. Cash Balance, End of the 7,476,646 8,126,691 650,045 8.	Total Marketing		51,550,467		52,570,342		1,019,875	2.0%
Net Change in Assets Net Change in Assets - CY (4,479,556) 1,538,710 6,018,266 -134. ash & Cash Equivalents Cash & Cash Equivalents, Beginning Inc/Dec Cash used by investing activities Inc/Dec in Operating Activities Net Change in Assets Cash Balance, End of the eriod (4,479,556) 1,538,710 6,018,266 -134. -13	Total General Administrative		1,079,718		1,176,632		96,914	9.0%
Net Change in Assets -CY (4,479,556) 1,538,710 6,018,266 -134. ash & Cash Equivalents Cash & Cash Equivalents, Beginning Inc/Dec Cash used by investing activities Inc/Dec in Operating Activities Net Change in Assets Cash Balance, End of the eriod (4,479,556) 1,538,710 6,018,266 -134. (4,479,556) 1,538,710 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134. 6,018,266 -134.	Total Expenses		52,630,185		53,746,974		1,116,789	2.1%
ash & Cash Equivalents Cash & Cash Equivalents, Beginning Inc/Dec Cash used by investing activities Inc/Dec in Operating Activities Inc/Dec in Operating Activities Inc/Dec in Assets Cash Balance, End of the eriod (4,479,556) I,538,710 I,536,710 I,536,710 I,536,710 I,538,710	et Change in Assets						_	
Cash & Cash Equivalents, Beginning I1,891,923 Inc/Dec Cash used by investing activities Inc/Dec in Operating Activities I14,279 Net Change in Assets Cash Balance, End of the eriod I1,891,923 I1,891,	Net Change in Assets -CY		(4,479,556)		1,538,710		6,018,266	-134.3%
Cash & Cash Equivalents, Beginning 11,891,923 7,456,719 (4,435,204) -37. Inc/Dec Cash used by investing activities (50,000) (50,000) - Inc/Dec in Operating Activities 114,279 (818,738) (933,017) -816. Cash Balance, End of the 7,476,646 8,126,691 650,045 8.								
Inc/Dec Cash used by investing activities (50,000) (50,000) - Inc/Dec in Operating Activities 114,279 (818,738) (933,017) -816. Net Change in Assets (4,479,556) 1,538,710 6,018,266 -134. Cash Balance, End of the 7,476,646 8,126,691 650,045 8.	ash & Cash Equivalents						-	
Inc/Dec in Operating Activities 114,279 (818,738) (933,017) -816.4 (4,479,556) 1,538,710 6,018,266 -134.6 Period 7,476,646 8,126,691 650,045 8.	Cash & Cash Equivalents, Beginning		11,891,923		7,456,719		(4,435,204)	-37.3%
Net Change in Assets (4,479,556) 1,538,710 6,018,266 -134. Cash Balance, End of the 7,476,646 8,126,691 650,045 8.	Inc/Dec Cash used by investing activities		(50,000)		(50,000)		-	
Cash Balance, End of the 7,476,646 8,126,691 650,045 8.	Inc/Dec in Operating Activities		114,279		(818,738)		(933,017)	-816.4%
eriod 7,476,646 8,126,691 650,045 8.	_		(4,479,556)		1,538,710		6,018,266	-134.3%
oh Potio to Accomment of rom HAP			7,476,646		8,126,691		650,045	8.7%
			45.000		45.00			
eserve Goal (15% of Assessment sfrom HAB) - in \$ \$ 7,052,828 \$ 8,108,773	ash Ratio to Assessment sfrom HAB		15.9%		15.0%			

6/7/2022

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AFM PROPOSED BUDGET FISCAL YEAR 2023

AFM BOARD MEETING
MAY 24,2022
VERSION-5-31-22



FY 2023 Proposed Budget Summary

	FY-22 Budget	FY-23 Budget	\$ Change	% Change
Contribution/Revenue				
MHAIA Board Contribution	49,453,621	50,230,081	776,460	1.6%
APEAM Board Contribution	19,613,631	22,798,643	3,185,012	16.2%
MHAIA Communications and Analytics	428,914	408,797	(20,117)	-4.7%
Interest Income	7,680	5,400	(2,280)	
Total Contribution/Revenue	69,503,846	73,442,921	3,939,075	5.7%
Spending			-	
Total AFM Marketing	64,876,905	68,172,121	3,295,216	5.1%
M HAIA Comm and Analytics	428,914	408,797	(20,117)	-4.7%
Total Marketing	65,305,819	68,580,918	3,275,099	5.0%
Total General Administrative	4,376,986	4,487,363	110,377	2.5%
Total Expenses	69,682,805	73,068,281	3,385,476	4.9%
Net Change in Assets	(178,959)	374,640	553,599	-309.3%
Cash & Cash Equivalents			_	
Cash & Cash Equivalents, Beginning	5,908,693	3,573,386	(2,335,307)	-39.5%
Inc/Dec Cash used by investing activities	(91,000)	(603,000)	(512,000)	562.6%
Inc/Dec in Operating Activities	(3,798,885)	(1,157,149)	2,641,736	-69.5%
Net Change in Assets	(178,959)	374,640	553,599	-309.3%
Cash Balance, End of the Period	1,839,850	2,187,876	348,026	18.9%
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