



# MHAIA Proposed Budget Fiscal Year 2023

## MHAIA Board Meeting

May 25, 2023

Version 5-31-22



# FY 2023 Proposed Budget Summary

	FY22 Budget		FY23 Budget		\$ Change	% Change
<b>Volume (in pounds)</b>						
<b>Gross</b>		2,274,282,225		2,620,985,735	346,703,510	15.2%
Organic		(59,884,705)		(72,077,108)	(12,192,403)	20.4%
Re-export		(1,745,685)		(4,979,873)	(3,234,188)	185.3%
<b>Net Volume</b>		<b>2,212,651,835</b>		<b>2,543,928,754</b>	331,276,919	15.0%
<b>Contribution/Revenue</b>						
APEAM Board Contribution	\$	1,113,179	\$	1,216,398	\$ 103,218	9.3%
HAB Assessment		47,018,851		54,058,486	7,039,635	15.0%
Interest Income		18,600		10,800	(7,800)	-41.9%
<b>Total Contribution/Revenue</b>		<b>48,150,630</b>		<b>55,285,683</b>	7,135,053	14.8%
<b>Spending</b>						
<b>Total AFM Marketing</b>		<b>49,453,620</b>		<b>50,230,081</b>	776,461	1.6%
<b>Total M HAIA Marketing</b>		<b>2,096,847</b>		<b>2,340,261</b>	243,414	11.6%
<b>Total Marketing</b>		<b>51,550,467</b>		<b>52,570,342</b>	1,019,875	2.0%
<b>Total General Administrative</b>		<b>1,079,718</b>		<b>1,176,632</b>	96,914	9.0%
<b>Total Expenses</b>		<b>52,630,185</b>		<b>53,746,974</b>	1,116,789	2.1%
<b>Net Change in Assets</b>						
Net Change in Assets -CY		<b>(4,479,556)</b>		<b>1,538,710</b>	6,018,266	-134.3%
<b>Cash &amp; Cash Equivalents</b>						
Cash & Cash Equivalents, Beginning		11,891,923		7,456,719	(4,435,204)	-37.3%
Inc/Dec Cash used by investing activities		(50,000)		(50,000)	-	
Inc/Dec in Operating Activities		<b>114,279</b>		<b>(818,738)</b>	(933,017)	-816.4%
Net Change in Assets		(4,479,556)		1,538,710	6,018,266	-134.3%
<b>Cash Balance, End of the Period</b>		<b>7,476,646</b>		<b>8,126,691</b>	650,045	8.7%
<b>Cash Ratio to Assessment from HAB</b>		<b>15.9%</b>		<b>15.0%</b>		
<b>Reserve Goal (15% of Assessment from HAB) -in \$</b>	\$	<b>7,052,828</b>	\$	<b>8,108,773</b>		





# 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
<b>Contribution/Revenue</b>				
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)	-29.7%
<b>Total Contribution/Revenue</b>	<b>69,503,846</b>	<b>73,442,921</b>	<b>3,939,075</b>	<b>5.7%</b>
<b>Spending</b>				
<b>Total AFM Marketing</b>	<b>64,876,905</b>	<b>68,172,121</b>	<b>3,295,216</b>	<b>5.1%</b>
<b>MHAIA Comm and Analytics</b>	<b>428,914</b>	<b>408,797</b>	<b>(20,117)</b>	<b>-4.7%</b>
<b>Total Marketing</b>	<b>65,305,819</b>	<b>68,580,918</b>	<b>3,275,099</b>	<b>5.0%</b>
<b>Total General Administrative</b>	<b>4,376,986</b>	<b>4,487,363</b>	<b>110,377</b>	<b>2.5%</b>
<b>Total Expenses</b>	<b>69,682,805</b>	<b>73,068,281</b>	<b>3,385,476</b>	<b>4.9%</b>
<b>Net Change in Assets</b>	<b>(178,959)</b>	<b>374,640</b>	<b>553,599</b>	<b>-309.3%</b>
<b>Cash &amp; Cash Equivalents</b>				
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%
<b>Cash Balance, End of the Period</b>	<b>1,839,850</b>	<b>2,187,876</b>	<b>348,026</b>	<b>18.9%</b>

