



MHAIA Proposed Budget Fiscal Year 2022

MHAIA Board Meeting
May 18-19, 2021



FY 2022 Proposed Budget Summary

	FY21 Budget- Feb 2021	FY22 Budget	\$ Change	% Change
Volume (in pounds)				
Gross	2,428,321,697	2,274,282,225	(154,039,473)	-6.3%
Organic	(6,166,001)	(59,884,705)	1,781,296	-2.9%
Re-export	(1,804,366)	(1,745,685)	58,681	-3.3%
Net Volume	2,364,851,330	2,212,651,835	(152,199,495)	-6.4%
Contribution/Revenue				
APEAM Board Contribution	\$ 882,093	\$ 1,113,179	\$ 231,086	26.2%
HAB Assessment	50,253,091	47,018,851	(3,234,239)	-6.4%
Interest Income	18,635	18,600	(35)	-0.2%
Total Contribution/Revenue	51,153,817	48,150,630	(3,003,188)	-5.9%
Spending				
Total AFM Marketing	51,011,021	49,453,621	(1,557,400)	-3.1%
Total MHAIA Marketing				
Marketing	1,337,473	2,096,847	759,374	56.8%
Total Marketing	52,348,494	51,550,468	(798,026)	-1.5%
Total General Administrative	890,488	1,079,718	189,229	21.3%
Total Expenses	53,238,982	52,630,185	(608,797)	-1.1%
Net Change in Assets	(2,085,165)	(4,479,556)	(608,797)	-1.1%
Cash & Cash Equivalents				
Cash and Cash Equivalents, Beginning	\$ 9,089,207	\$ 11,891,923	\$ (1,703,269)	-18.6%
Inc/Dec Cash used by investing activities	(10,234)	(50,000)	(731,765)	-17.3%
Inc/Dec Operating Activities	2,186,105	114,279	(2,435,034)	-18.2%
Net Change in Assets	(2,085,164)	(4,479,555)	(237,736)	-7.9%
Cash Balance End of the Period	\$ 9,179,917	\$ 7,476,648	\$ (2,197,299)	-21.1%
			(2,435,034)	-18.2%
Cash Ratio to Assessments from HAB	18.3%	15.9%		
Reserve Goal (15% of Assessments from HAB)-in \$	\$ 7,537,964	\$ 7,052,828		



AFM Proposed Budget Fiscal Year 2022

AFM Board Meeting
May 18-19, 2021



FY 2022 Proposed Budget Summary

	FY-21 Budget- Feb 2021	FY-22 Budget	\$ Change	% Change
Contribution/Revenue				
MHAIA Board Contribution	\$ 51,011,021	\$ 49,453,621	\$ (1,557,400)	-3.1%
APEAM Board Contribution	15,623,417	19,613,631	3,990,214	25.5%
MHAIA Communications and Analytics	132,830	428,914	296,084	222.9%
Interest Income	9,490	7,680	(1,810)	-19.1%
Total Contribution/Revenue	66,776,758	69,503,846	2,727,088	4.1%
Spending				
Total AFM Marketing	62,959,070	64,876,905	1,917,835	3.0%
MHAIA Comm and Analytics	132,830	428,914	296,084	222.9%
Total Marketing	63,091,900	65,305,819	2,213,919	3.5%
Total General Administrative	3,839,916	4,376,986	537,070	14.0%
Total Expenses	66,931,816	69,682,805	2,750,989	4.1%
Net Change in Assets	\$ (155,058)	\$ (178,959)	\$ (23,901)	15.4%
Cash & Cash Equivalents				
Cash and Cash Equivalents, Beginning	\$ 5,716,247	\$ 5,908,693	\$ 192,447	3.4%
Inc/Dec Cash used by investing activities	(120,000)	(91,000)	29,000	-24.2%
Inc/Dec Operating Activities	(1,321,202)	(3,798,884)	(2,477,682)	187.5%
Net Change in Assets	(155,058)	(178,959)	(23,901)	15.4%
Cash Balance End of the Period	\$ 4,119,987	\$ 1,839,850	\$ (2,280,137)	-55.3%