



MHAIA PROPOSED BUDGET

FISCAL YEAR 2024 -2025

VERSION 04/24/24



FY 2025 Financial Summary

Proposed Budget

	FY24-Amended Budget	FY25-Proposed Budget	\$ Change	% Change
Volume (in pounds)				
Gross	2,434,330,569	2,550,000,000	115,669,431	4.8%
Organic	(68,315,761)	(71,400,000)	(3,084,239)	4.5%
Re-export	(3,126,475)	(3,315,000)	(188,525)	6.0%
Net Volume	2,362,888,333	2,475,285,000	112,396,667	4.8%
Contribution/Revenue				
APEAM Board Contribution	1,402,247	1,836,243	433,995	30.9%
HAB Assessment	50,209,604	52,599,806	2,390,202	4.8%
Interest Income	7,531	7,200	(331)	-4.4%
Total	51,619,382	54,443,248	2,823,866	5.5%
Contribution/Revenue Spending				
Total AFM Marketing	49,197,384	50,973,935	1,776,551	3.6%
MHAIA Marketing-Direct	170,000	509,000	339,000	199.4%
MHAIA Marketing Administrative	2,156,463	2,462,996	306,533	14.2%
MHAIA Data & Insights/Research	68,835	577,336	508,501	738.7%
Total MHAIA Marketing	2,395,298	3,549,332	1,154,034	48.2%
Total Marketing	51,592,682	54,523,267	2,930,585	5.7%
Total General Administrative	1,353,218	1,800,636	447,418	33.1%
Total Expenses	52,945,900	56,323,904	3,378,004	6.4%
Net Change in Assets				
Net Change in Assets -CY	(1,326,517)	(1,880,655)	(554,138)	41.8%
Cash & Cash Equivalents				
Cash & Cash Equivalents, Beginning	9,519,110	9,103,980	(415,130)	-4.4%
Inc/Dec Cash used by investing activities	(61,550)	(60,000)	1,550	-2.5%
Inc/Dec in Operating Activities	972,937	731,332	(241,605)	-24.8%
Net Change in Assets	(1,326,517)	(1,880,655)	(554,138)	41.8%
Cash Balance, End of the Period	9,103,980	7,894,657	(1,209,323)	-13.3%
Cash Ratio to Assessments	18.1%	15.01%		
Reserve Goal (15% of Assessments) - in \$	\$ 7,531,441	\$ 7,889,971		



AFM PROPOSED BUDGET

FISCAL YEAR 2024 - 2025

VERSION 04/24/24



4/25/2024

FY 2025 Financial Summary

Proposed Budget

	FY24- Amended Budget	FY25- Proposed Budget	\$ Change	% Change
Contribution/Revenue				
M H A I A Board Contribution	49,197,383	50,973,935	1,776,552	3.6%
APEAM Board Contribution	22,196,444	22,650,725	454,281	2.0%
M H A I A Data & Insights/Research & Engagement	68,835	-	(68,835)	-100.0%
Interest Income	3,733	3,420	(313)	-8.4%
Total Contribution/Revenue	71,466,395	73,628,080	2,161,685	3.0%
Spending				
Marketing-Direct	57,664,912	58,904,574	1,239,662	2.1%
Marketing Administrative	8,307,930	9,427,688	1,119,758	13.5%
Total AFM Marketing	65,972,842	68,332,262	2,359,420	3.6%
M H A I A Data & Insights/Research & Engagement	68,835	-	(68,835)	-100.0%
Total Marketing	66,041,677	68,332,262	2,290,585	3.5%
Total General Administrative	5,639,807	5,547,851	(91,956)	-1.6%
Total Expenses	71,681,483	73,880,113	2,198,630	3.1%
Net Change in Assets	(215,089)	(252,033)	(36,944)	17.2%
Cash & Cash Equivalents				
Cash & Cash Equivalents, Beginning	6,068,355	5,392,847	(675,509)	-11.1%
Inc/Dec Cash used by investing activities	293,492	340,883	47,391	16.1%
Inc/Dec in Operating Activities	(753,911)	(522,752)	231,159	-30.7%
Net Change in Assets	(215,089)	(252,033)	(36,944)	17.2%
Cash Balance, End of the Period	5,392,847	4,958,943	(433,903)	-8.0%