



MHAIA PROPOSED AMENDED BUDGET FISCAL YEAR 2025 VERSION 03/26/25



FY 2025 Financial Summary

Proposed Amended Budget

	FY25-Approved Budget	FY25-Proposed Amended Budget	\$ Change	% Change
Volume (in pounds)				
Gross	2,550,000,000	2,275,000,000	(275,000,000)	-10.8%
Organic	(71,400,000)	(72,847,206)	(1,447,206)	2.0%
Re-export	(3,315,000)	(4,395,030)	(1,080,030)	32.6%
Net Volume	2,475,285,000	2,197,757,765	(277,527,235)	-11.2%
Contribution/Revenue				
APEAM Board Contribution	1,836,243	1,166,860	(669,383)	-36.5%
HAB Assessment	52,599,806	46,702,353	(5,897,454)	-11.2%
Interest Income	7,200	8,222	1,022	14.2%
Total Contribution/Revenue	54,443,249	47,877,433	(6,565,816)	-12.1%
Spending				
Total AFM Marketing	50,973,935	44,755,843	(6,218,092)	-12.2%
MHAIA Marketing-Direct	509,000	107,840	(401,160)	-78.8%
MHAIA Marketing Administrative	2,462,996	2,251,706	(211,291)	-8.6%
MHAIA Data Insights and Research	577,336	181,081	(396,255)	-68.6%
Total MHAIA Marketing	3,549,332	2,540,626	(1,008,706)	-28.4%
Total Marketing	54,523,267	47,296,470	(7,226,798)	-13.3%
Total General Administrative	1,800,636	1,165,055	(635,582)	-35.3%
Total Expenses	56,323,904	48,461,524	(7,862,380)	-14.0%
Net Change in Assets				
Net Change in Assets -CY	(1,880,655)	(584,091)	1,296,565	-68.9%
Cash & Cash Equivalents				
Cash & Cash Equivalents, Beginning	9,103,980	9,817,112	713,132	7.8%
Inc/Dec Cash used by investing activities	(60,000)	(2,875)	57,125	-95.2%
Inc/Dec in Operating Activities	731,332	90,172	(641,160)	-87.7%
Net Change in Assets	(1,880,655)	(584,091)	1,296,565	-68.9%
Cash Balance, End of the Period	7,894,657	9,320,317	1,425,660	18.1%
<i>Cash Ratio to Assessments</i>	<i>15.0%</i>	<i>19.96%</i>		
<i>Reserve Goal (15% of Assessments) - in \$</i>	<i>\$ 7,889,971</i>	<i>\$ 7,005,353</i>		



THANK YOU!



Contents

Page 3- FY 2025-Proposed Amended Budget Financial Summary

Page 4- FY 2025-Marketing and Administrative Expenses

Page 5- FY 2025-Funding Allocation