



MHAIA PROPOSED BUDGET

FISCAL YEAR 2026-2027

Version 04/25/26



FY 2027 Financial Summary

Proposed Budget

	FY 26-Budget	FY 27 Proposed Budget	\$ Inc (Dec)	% Inc (Dec)
Volume (in pounds)				
Gross	2,500,000,000	2,500,000,000	0	0.0%
Organic	(75,000,000)	(80,500,000)	(5,500,000)	7.3%
Re-export	(4,825,000)	(3,000,000)	1,825,000	-37.8%
Net Volume	2,420,175,000	2,416,500,000	(3,675,000)	-0.2%
Contribution/Revenue				
APEAM Board Contribution	\$ 1,644,175	\$ 2,190,417	\$ 546,242	33.2%
HAB Assessment	51,428,719	51,350,625	(78,094)	-0.2%
Interest Income	8,400	240,000	231,600	2757.1%
Total Contribution/Revenue	53,081,293	53,781,042	699,749	1.3%
Spending				
AFM Marketing-Direct	43,123,978	45,988,777	2,864,799	6.6%
AFM Marketing Administrative	7,162,865	7,675,022	512,157	7.2%
Total AFM Marketing	50,286,843	53,663,799	3,376,956	6.7%
MHAIA Marketing-Direct	385,000	307,160	(77,840)	-20.2%
MHAIA Marketing Administrative	2,202,000	2,844,311	642,311	29.2%
MHAIA Data Insights & Research	280,319	357,908	77,589	27.7%
Total MHAIA Marketing	2,867,319	3,509,380	642,060	22.4%
Total Marketing	53,154,162	57,173,179	4,019,016	7.6%
Total General Administrative	1,592,319	2,139,920	547,601	34.4%
Total Expenses	54,746,481	59,313,098	4,566,617	8.3%
Net Change in Assets				
Net Change in Assets -CY	(1,665,187)	(5,532,056)	(3,866,869)	232.2%
Cash & Cash Equivalents				
Cash & Cash Equivalents, Beginning	\$ 8,185,065	\$ 13,991,375	5,806,310	70.9%
Inc/Dec Cash used by investing activities	(65,000)	(59,000)	6,000	-9.2%
Inc/Dec in Operating Activities	1,273,703	(258,527)	(1,532,230)	-120.3%
Net Change in Assets	(1,665,187)	(5,532,056)	(3,866,869)	232.2%
Cash Balance, End of the Period	7,728,580	8,141,792	413,211	5.3%
Cash Ratio to Assessments	15.03%	15.86%		
Reserve Goal (15% of Assessments)-in \$	\$ 7,714,308	\$ 7,702,594		



AFM PROPOSED BUDGET

FISCAL YEAR 2026-2027



Version 04/25/26

FY 2027 Financial Summary

Proposed Budget

	FY 26-Budget	FY 27-Proposed Budget	\$ Inc (Dec)	% Inc (Dec)
Contribution/Revenue				
MHAIA Board Contribution	\$ 50,286,843	\$ 53,663,799	3,376,956	6.7%
APEAM Board Contribution	22,499,246	23,641,483	1,142,236	5.1%
MHAIA Data Insights & Research	280,319	-	(280,319)	-100.0%
Interest Income	3,840	60,000	56,160	1462.5%
Total Contribution/Revenue	73,070,248	77,365,282	4,295,033	5.9%
Spending				
Marketing-Direct	57,974,770	61,532,721	3,557,951	6.1%
Marketing Administrative	9,629,574	10,269,136	639,562	6.6%
Total AFM Marketing	67,604,344	71,801,857	4,197,513	6.2%
MHAIA Data Insights & Research	280,319	-	(280,319)	-100.0%
Total Marketing	67,884,663	71,801,857	3,917,194	5.8%
Total General Administrative	5,430,451	5,688,807	258,356	4.8%
Total Expenses	73,315,114	77,490,664	4,175,550	5.7%
Net Change in Assets	(244,866)	(125,383)	119,483	-48.8%
Cash & Cash Equivalents				
Cash & Cash Equivalents, Beginning	\$ 7,407,025	\$ 7,653,972	246,947	3.3%
Inc/Dec Cash used by investing activities	(97,500)	(80,000)	17,500	-17.9%
Inc/Dec in Operating Activities	1,400,643	(1,527,921)	(2,928,564)	-209.1%
Net Change in Assets	(244,866)	(125,383)	119,483	-48.8%
Cash Balance, End of the Period	8,465,302	5,920,667	(2,544,635)	-30.1%