

**Alberta Chicken Producers  
2021-2022 Fiscal Year Projection  
EXPENSES**

	2020-21 Actual	2021-22 Budget	2021-22 Projection	Projection vs. Budget	Notes
Per Diems - Board Members	173,211	176,500	188,700	12,200	Slightly above budget; more meetings held to address pricing than initially planned
Benefits - Board Members	9,401	7,700	9,700	2,000	
Salaries - Mgr & Staff	666,267	719,000	710,000	(9,000)	
Benefits - Mgr & Staff	76,290	95,720	95,720	-	Pertains to non-medical benefits (RRSPs, etc.)
Benefits - Medical	51,952	54,976	61,000	6,024	Cost of group medical benefits through CFC increased partway through 2022
Contract labour	42,511	46,700	46,700	-	
Professional Fees	290,948	265,000	255,000	(10,000)	Variance to budget of \$10k driven by Western summit postponed to future year due to HPAI and less legal counsel required than originally projected for Marketing and Plan Regulation amendments
Learning & Devp	33,943	40,000	41,500	1,500	
Mileage	26,966	48,900	40,000	(8,900)	Covid-19 continued to limit our ability to meet in-person in 2022
Hotel	13,585	41,000	32,000	(9,000)	Covid-19 continued to limit our ability to meet in-person in 2022
Travel	22,293	38,000	27,000	(11,000)	Covid-19 continued to limit our ability to meet in-person in 2022
Meals	28,529	61,000	40,000	(21,000)	Fewer in-person and more hybrid meetings held in 2022 (most notably our AGM and industry / committee meetings)
Public Relations	201,695	219,000	219,000	-	Project to be on-par with budget
Donations/Sponsorship	39,153	50,000	50,000	-	Project to be on-par with budget: CSR includes \$30K partnership with Food Banks AB; AMA Backyard BBQ; and Meals on Wheels Donation
Grants	78,836	145,000	145,000	-	Includes annual funding of PIP and \$32k to be paid toward approved research projects; timing of payment for additional \$30K committed to research projects is subject to institutional timelines beyond ACP's control
Dues & Registrations & Subscr.	33,728	67,000	67,000	-	Project to be on-par with budget: Includes AgSafe, ILWG membership, subscription to Canadian Poultry Magazine, etc.
Diagnostic Expense	272,663	214,400	214,400	-	AB poultry industry's funding of poultry diagnostics transitioned to a new independent lab at UCVM in April 2021; ACP's annual commitment is \$214K
Printing	4,606	18,000	18,000	-	Project to be on-budget
Supplies	61,551	48,000	48,000	-	Project to be on-budget
Courier & Postage	6,375	7,500	3,250	(4,250)	savings from fewer printed materials being mailed
Rental	34,579	32,500	32,500	-	Project to be on-budget
Taxes & Licenses	38,904	42,000	45,000	3,000	City Taxes increased more than budgeted
Condo Fees	19,259	20,000	20,000	-	Project to be on-budget
Insurance	8,971	13,000	11,500	(1,500)	Slightly below budget
Repair & Maintenance	15,127	18,000	18,000	-	Project to be on-budget
IT, Web & Internet	20,469	35,000	35,000	-	Slightly below budget; negotiated lower server cost
Grower Program Support	175,400	204,500	204,500	-	Net cost to ACP with revenue from SK: \$134K, which is on-par with budget
Telephone & Utilities	30,071	25,000	30,000	5,000	Inflation impacting utility costs
Interest & Bank Charges	9,816	6,400	6,400	-	Includes payroll services and banking fees
Amortization	65,098	76,000	76,000	-	
Bad Debts	-	-	-	-	
Gain or Loss on Assets	-	-	-	-	
Miscellaneous	-	-	600,000	600,000	Emergency Reserve Fund - Spring 2022 HPAI bridge funding ( <i>estimate - details of funding framework attached</i> )
Refund of Levies Paid	-	-	229,690	229,690	Refund of Levies Paid for the 2020-21 fiscal year was declared at 2022 AGM and paid in May 2022
	-	-	-	-	
<b>Total Expenses</b>	<b>2,552,198</b>	<b>2,835,796</b>	<b>3,620,560</b>	<b>784,764</b>	<b>Key Drivers of variance to budget: unplanned expenses incurred: Refund of Levies Paid and the Spring 2022 HPAI bridge funding</b>
<b>Normalized Expenses</b>	<b>2,552,198</b>	<b>2,835,796</b>	<b>2,722,870</b>	<b>(112,926)</b>	<i>Normalized Expenses: backing out the ILWG Project Expenses, the Refund of Levies Paid, and the Spring 2022 HPAI bridge funding, actual expenses were \$113K below budget</i>
	-	-	-	-	
<b>Net Income</b>	137,134	(45,149)	(835,636)	(790,487)	<b>Key Drivers of Net Income Variance to Budget: unplanned expenses incurred: Refund of Levies Paid and the Spring 2022 HPAI bridge funding</b>
Net Cash	202,232	30,851	(759,636)	(790,487)	Backing out amortization
<b>Normalized Net Income</b>	71,586	(113,149)	(3,446)	109,703	Backing out Refund of Levies Paid and the Spring 2022 HPAI bridge funding, net cash is \$110K ahead of budget, mainly driven by savings in travel and additional specialty production and lease income
Norm. Net Cash	136,684	(37,149)	72,554	109,703	